

VOLUSIA FLAGLER

FEBRUARY 2025

REAL PRODUCERS[®]



Featured Agents:
Danny Robinson
Stephen McLaughlin

Partner Spotlight:
East Coast Pool & Spa
Tom Gilbert

Rob West & Jayme Stenger

PHOTOGRAPHY BY: WALTONS PHOTOGRAPHY

CONNECTING. ELEVATING. INSPIRING.

O'Quinn Insurance

ONE COMPANY, OVER 60 CARRIERS



Home, Auto, Commercial, & More

Why O'Quinn Insurance?

- **Quick Quotes:** Access to 60+ carriers means fast, competitive quotes for your clients.
- **No Automated Calls:** You will always connect directly with an agent located in your community.
- **Strong Partnerships:** We prioritize collaboration to enhance your client's experience.



CALL OR TEXT 386-673-5550

WWW.OQUINNINSURANCE.COM/FREEQUOTE

CMG HOME LOANS

FHA/VA/USDA
CONVENTIONAL

0% AND LOW DOWN
PAYMENT OPTIONS

CONDOS/CONDOTELS

LOW DOWN
PAYMENT
CONSTRUCTION
LOANS

UNIQUE LOAN
PROGRAMS

CMG HOME LOANS IS LICENSED IN ALL
50 STATES, GUAM, PUERTO RICO,
WASHINGTON D.C., AND THE VIRGIN ISLANDS



Give your clients a VIP lending experience with our custom tailored loan programs. We help your buyers live their dream to homeownership.



Chris Wolf

BRANCH
MANAGER

NMLS ID#1626538

321.278.9930

cwolf@cmghomeloans.com



Britini Patterson

LOAN
OFFICER

NMLS ID# 1750248

386.237.1113

bpatterson@cmghomeloans.com



Danny Gilbert

PRODUCING
SALES MANAGER

NMLS ID#1975031

386.871.7248

dgilbert@cmghomeloans.com



NMLS# 1820

CMG Mortgage, Inc. dba CMG Home Loans, NMLS ID# 1820 (www.nmlsconsumeraccess.org), is an equal housing lender. Licensed by the Virginia State Corporation Commission #MC-5521. Georgia Residential Mortgage Licensee #15438. Massachusetts Mortgage Broker and Lender MC1820. To verify our complete list of state licenses, please visit <http://www.cmgfi.com/corporate/licensing>. 900 W Granada Blvd, Suite 4, Ormond Beach, FL 32174 | Branch NMLS ID# 2642400

Contents



Rob West & Jayme Stenger **12** COVER STORY

PROFILES



22 Partner Spotlight



24 Featured Agent



18 Featured Agent

IN THIS ISSUE

- 6** Preferred Partners
- 8** Publisher's Note
- 10** Coaching Corner with Billy Reuter
- 12** Cover Story: Rob West & Jayme Stenger
- 18** Featured Agent: Stephen McLaughlin
- 22** Partner Spotlight: Tom Gilbert with East Coast Pools and Spas
- 24** Featured Agent: Danny Robinson

If you are interested in nominating people for certain stories, please email us at: email goes jayme@n2co.com

We are proud to introduce ourselves...

...as a new Real Producers Partner

Let's turn houses into dream homes!

IT MATTERS WHERE YOU BUY FLOORING

WWW.RODSCARPESHOP.COM | 386-677-8721



Our Family Helping Yours.

We offer more than 3 decades of experience with Estate Sales, Antiques, and Collectibles. Proudly serving the Ormond & surrounding areas with Professional Estate Liquidation Solutions. Call TODAY for a free consultation.

Chrisann Josen, Owner
386-299-1588

Info@seasideestatesales.net
www.seasideestatesales.net



GO BEYOND
your expectations!

**NEW BUILDS • REMODELS • HOT TUBS
MONTHLY SERVICE • AND MORE!**



386-451-2445 • EASTCOASTPOOLSANDSPAS.COM

CPC1457246

Preferred Partners

This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ATTORNEY/LEGAL SERVICES

Reid Legal Solutions P. A.
(954) 873-3013

CARPET, TILE, WOOD & VINYL

Rod's Carpet, Tile & Wood
(386) 677-8721

CHARCUTERIE BOARDS & GRAZING TABLES

Salty Beach Charcuterie Boards
(517) 285-6493
saltybeachcharcuterieboards.com

ESTATE SALES & AUCTIONS

Seaside Estate Sales
(386) 299-1588
www.seasideestatesales.net

EVENT DESIGNS

Barrie Good Balloons
Katie Barrie
(386) 299-3488

FINANCIAL ADVISOR/ FINANCIAL PROFESSIONAL

Edward Jones Investment
Jason Frederick
(386) 677-9024

HOME INSPECTION

5 Star Building Inspections
(407) 567-7780
www.5starinspect.com

INSPECTIONS - RESIDENTIAL AND COMMERCIAL

Dream Home Inspections
Sean Skirrow
(386) 383-3270
www.dreamhomeinsp.com

INSURANCE

O'Quinn Insurance Services Inc.
Brent O'Quinn
(386) 735-5550

INTERIOR DESIGN/ HOME STAGING

Steel Magnolias
Staging & Interiors
(386) 898-5615

MASSAGE THERAPY/ MEDICAL MASSAGE

Back 2 Balance
(386) 898-4967
back2balanceportorange.com

MASSAGE/WELLNESS

Pressure with a Purpose LLC
Stormi Walker LMT, MA100931
(386) 286-7724
www.pressurewithapurpose.com

MOLD AND ODOR REMEDIATION

O2 Wizard-Mold & Odors
(386) 689-4563
O2wizard.com

MORTGAGE COMPANY

CMG Home Loans
(386) 401-7255
loanwolf.biz

MORTGAGE PROFESSIONAL

Rize Mortgage Michael Cathey
(386) 316-7716

MORTGAGE SPECIALIST

Rachael Gilbert/Ameris
Bank Mortgage Services
(386) 547-8401

OUTDOOR LIVING/ OUTDOOR FURNITURE

Moore Outdoor Living
(386) 281-3441
myflpools.com

POOL SERVICES & CONSTRUCTION

C M Custom Pool Design
Casey Epton Roush
(386) 281-3441
myflpools.com

POOLS & CONSTRUCTION

East Coast Pools & Spas
Tom Gilbert
(386) 451-2445
www.eastcoastpoolsandspas.com

SUCCESS COACHING

Billy Reuter's Coaching
Billy Reuter
(516) 551-8844
billyreuter.com

TITLE COMPANY

East Coast Title & Escrow
Becca Jenkins
(386) 515-3277
www.eastcoasttitlefl.com

Landmark Title
(904) 367-2525
LandmarkTitle.com

Realty Pro Title
(386) 672-3840

TRAVEL AGENCY/ TRAVEL ADVISOR

Travelmation GG Mack
(404) 242-9334
www.ggmacktravel.com

MOLD, ODORS, TESTING & WATER DAMAGE



- 80 Odor & 100's of health altering contaminants killed organically – usually in 20 hrs with one-of-a-kind NASA Technology
- A top reputable company with 10,000+ happy clients!
- 75% Saving from traditional mold remediation in most cases and much more effective – especially in A/C, duct work, & furnishings.

SEE o2wizard.com FOR HEALTH QUIZ, TESTIMONIALS, PICS & MORE DETAILS.

386-689-4563

MOORE Outdoor LIVING

Bringing the Best to Your Outdoor Space!

Proud Dealers of Caldera Spas, Fantasy Spas, Spa Retail, Ledge Lounger, Outdoor Kitchens and More!

Spruce Up Your Property
with an Outdoor Kitchen and/or some Ledge Lounger Furniture!

1141 N US Highway 1 Ormond Beach, FL 32174 • (386) 281-3441
myflpools.com | mooreoutdoorliving.com

WHAT SETS Us Apart?

Landmark Title is Northeast Florida's #1 market share title company since 2013. We are Attorney-owned and operated, with 8 locations in Northeast Florida. We have 20+ attorneys/closers on staff with a combined 350+ years of experience, helping you *Close with Confidence!*



LANDMARK TITLE
17 Old Kings Rd N, Suite F
Palm Coast FL 32137
(386)-302-4131 ext. 1030

Brandy Hyder
CLOSER & LICENSED TITLE AGENT

Edward Jones > edwardjones.com | Member SIPC

Build the future of your dreams with us.
Personalized service means having a financial advisor who understands you and what you're trying to achieve, and helps to create a unique strategy based on your needs and circumstances.
Let's start building the future today.

Jason D Frederick, AAMS™
Financial Advisor
1126 West Granada Boulevard
Ormond Beach, FL 32174
386-677-9024

MKD-8652E-A AECSPAD 2/2025

Publisher's *note*

February is the month of love, and here at *Volusia Flagler Real Producers*, that theme resonates deeply with our mission. Love isn't just about roses and chocolate—it's about the care, dedication, and connection we pour into our relationships, our work, and our communities every single day.

I am so proud to be part of a community where real estate professionals and local businesses partner with one another to create something meaningful. Whether it's the agents helping families find their forever homes, or the partners providing unmatched services to make those homes shine, this industry thrives on collaboration. Every handshake, every referral, every success story is a reminder of the incredible relationships that keep us all moving forward.

To our realtors: your passion for serving clients is unmatched. You change lives with every transaction, guiding families and individuals through some of their most significant decisions. And to our partners: your hard work and expertise make a real difference in the lives of both realtors and homeowners alike. The bonds we share create a network of trust and excellence—one that makes this community extraordinary.

As we celebrate this month of love, let's also celebrate the heart and soul behind what we do. Let's continue to lift one another up, invest in our relationships, and build a stronger, more connected community together.

Thank you for being a part of this journey and for the love you pour into your work each day.

Here's to another incredible month of growth, connection, and gratitude!

With love and appreciation,

Jayne Dickey

Publisher, *Volusia Flagler Real Producers*



Dream Home INSPECTION

MILITARY DISCOUNT
THANK YOU FOR YOUR SERVICE

NEW CONSTRUCTION | PRE-DRYWALL
11 MONTH WARRANTY SPECIALIST | INSURANCE INSPECTIONS
RESIDENTIAL & COMMERCIAL INSPECTIONS BY CMI (CERTIFIED MASTER INSPECTOR)

WWW.DREAMHOMEINSP.COM • INFO@DREAMHOMEINSP.COM • 386-383-3270

Salty Beach
CHARCUTERIE BOARDS
(517)285-6493
Saltybeachcharcuterieboards.com
Find us on Facebook & Instagram

FREE
"BUSINESS BREAKTHROUGH" SESSION

- ✓ 45 Min PRIVATE COACHING CALL
- ✓ 90 DAY ROADMAP SUCCESS GUIDE
- ✓ DAILY ROUTINE TEMPLATE

Billy Reuter
High-Performance Coach
TEXT ME "BUSINESS BREAKTHROUGH"
(516) 551-8844 TO SCHEDULE

**BALLOONS & BACKDROPS FOR EVERY NEED...
OPEN HOUSES, CLOSINGS, & LARGE SCALE EVENTS**

BGB
BARRIE GOOD BALLOONS
@BARRIEGOODBALLOONS

Pressure With a Purpose
Storms Walker LMT

Specializing in
Ashiatsu
Deep Tissue Massage and Body Work

386-286-7724
By Appointment Only

MM43525 | MA100931

AMERIS BANK
MORTGAGE SERVICES

23 YEARS OF BANKING & FINANCIAL EXPERIENCE

Rachael has the knowledge and experience to get things done.

HOW CAN Rachael Gilbert HELP YOU?
386.547.8401
amerisbank.com/rachaelgilbert
NMLS # 737430

All loans subject to credit approval. Member FDIC

- VACANT HOME STAGINGS
- REDESIGN
- OCCUPIED HOME CONSULTATIONS

Steel Magnolias
STAGING & INTERIORS

Transforming Spaces to Maximize Property Value in the Real Estate Market

We specialize in enhancing properties to help realtors, sellers, and investors achieve top dollar for their listings.

www.SteelMagnoliasStaging.com
386-898-5615

5 Ways to Build a High-Performance Relationship

Relationships are at the core of everything we do, whether in business, friendships, or with our significant others.

February is the month of love, but I want to take it beyond just the romantic. Let's talk about building high-performance relationships—ones that thrive, grow, and bring out the best in both people involved.



CONTACT US!

Billy Reuter High-Performance Coach and Speaker
Founder Power Producer Academy
(516) 551-8844

Here are five actionable ways to make that happen:

1. Set a Vision for Your Relationship

Great relationships don't just happen by chance; they're built with intention. Just like in business, you need a clear vision. Ask yourself: What do we want to create together? Whether it's mutual growth, a peaceful home, or a thriving partnership, clarity is key.
"A vision without action is merely a dream. Action without vision just passes the time." – Joel A. Barker

2. Communicate Like a Pro

This might sound basic, but honest, open communication is the backbone of every high-performance relationship. Check in regularly—not just about schedules, but about emotions, dreams, and challenges. A simple *"What do you need from me this week?"* can go a long way.

3. Prioritize Quality Time

High-performance doesn't mean you're always doing, doing, doing. Sometimes, it's about slowing down to connect. Make time to unplug and focus entirely on the person in front of you. The world can wait.
"It's not about having time, it's about making time." – Unknown

4. Celebrate Wins Together

Big or small, take time to acknowledge and celebrate progress. Did they crush it at work? Did you stick to a shared goal? Cheer each other on. Success is sweeter when shared.

5. Build Each Other Up

No one thrives in a relationship full of criticism or negativity. Instead, be the first to believe in their potential. Speak life into their dreams and remind them of their greatness, even when they forget it themselves.

The Bottom Line

High-performance relationships don't just happen. They're a result of commitment, intention, and daily actions that strengthen the connection. Whether you're working on your marriage, a friendship, or even a business partnership, these five steps can help you level up your relationships and create something truly remarkable.

Now, take the first step today.

Which of these will you implement right away?



Info@5starinspect.com
(407) 567- 7780

- Inspections
- Experience You Can Trust
- Covering All Central Florida

Five Star Service and the Best Inspection

5 Star Building Inspections was established to provide buyer and sellers with inspection reports that exceed industry standards. Our reports present the most professional and comprehensive format available to provide value and clarity to the decision process. We pride ourselves on superior customer service and quality.



Company NMLS #1604663

- Conv, FHA, VA, USDA
- Purchases & Refinances
- Dedicated service from a seasoned team of mortgage experts
- Non QM loans including Bank Statement, DSCR and Foreign National.
- Broker Pricing but with Local Lender Service!
- Nights, Weekends, Holidays, we work!
- Let's **Rize** together!

Michael Cathey

LICENSED LOAN ORIGINATOR
NMLS#1221899
386.316.7716
michael.cathey@rizemt.com



ROB WEST & JAYME STENGER

A Dynamic Duo in Real Estate

PHOTOS BY: XAVIER WALTON OF WALTONS PHOTOGRAPHY

ROB WEST AND JAYME STENGER are a powerhouse team in Volusia-Flagler’s real estate market, blending experience, passion, and a deep commitment to their clients. Their individual journeys to real estate may differ, but their shared dedication to making a difference is what truly sets them apart.

The Beginnings

Rob’s introduction to real estate began at the age of 22. Working long hours managing retail locations in the cell phone industry, he realized the corporate grind was not his calling. “My mom’s best friend, who also happened to be my godmother, was excelling in real estate. Hearing her stories and

seeing her success made me think, ‘This is something I could really be passionate about,’” Rob shared.

With the unwavering support of his father, who not only encouraged him but also provided financial backing to help him dive in full-time, Rob took the leap. “My dad paid for my real estate school and even matched my savings so I had six months of reserves,” Rob recalled.

For Jayme, real estate has been a lifelong passion inspired by her mother. “My mom worked in real estate in the ‘80s while she was on the police force in NYC. Even as a kid, she involved me,

encouraging me to learn the business,” Jayme said. Her journey took her through college at UCF and into sales, where she honed her marketing and relationship-building skills before committing fully to real estate in 2005.

Career Highlights

Rob and Jayme’s paths are paved with impressive accolades. Rob, who has consistently ranked in the top 5% of agents at his brokerage, ran two high-producing Keller Williams offices before founding his own brokerage in 2014. After five successful years, he transitioned back to being an agent, where he and his team were named the #1 team in Coldwell Banker’s region in



2022. In 2023, he launched the Engel & Völkers New Smyrna Beach office as its managing broker.

Jayne carved her niche in luxury real estate early in her career. At just three months in, she sold her first million-dollar home, a milestone that launched a series of high-profile transactions. Her accolades include Coldwell Banker's International Presidents Circle, a distinction awarded to the top 4% of agents globally. Now, as part of Engel & Völkers, she and Rob are on track to close nearly \$20 million in sales this year.

Client-Centered Approach

Rob and Jayme's success isn't just about numbers—it's about their unwavering dedication to their clients. A particularly poignant moment in their careers involved an elderly client who needed to sell her home after losing her husband, a former client of theirs. Faced with financial challenges, she was unable to cover moving costs. "We offered to front her expenses and even her deposit for her new place," Rob said.

The story didn't end there. After the sale, the client realized she had accidentally left behind a treasured mermaid statue given to her by her late husband. The new buyers had given it away, but Rob and Jayme went above and beyond to track it down and return it. "The tears in her eyes when we brought it back—it was a moment I'll never forget," Jayme said.

What Sets Them Apart

The duo credits their authenticity and dedication for their strong client relationships. "We hear time and again from clients that they feel how much we genuinely care," Rob said. Whether it's mowing a client's lawn, helping pack a moving truck, or providing transportation, Rob and Jayme never hesitate to go the extra mile.

Lessons Learned

When reflecting on their careers, both admit they've grown through their experiences. Rob wishes he'd hired a coach earlier and prioritized client nurturing. Jayme, a self-proclaimed

“

We hear time and again from clients that they feel how much we genuinely care.”

“

If you do what you've always done, you'll get what you've always gotten.”



perfectionist, acknowledges she could have benefited from seeking help sooner and adopting better systems. “I was too much of a control freak in the beginning,” she admitted with a laugh.

Looking Ahead

The future is bright for Rob and Jayme. Together, they envision building a team of passionate agents and transitioning into a leadership role as mentors and rainmakers. “We want to guide our team to success while creating a dynamic, supportive atmosphere,” Jayme said.

Life Beyond Real Estate

Outside of their thriving careers, family is at the heart of Rob and Jayme's lives. With a blended family of six kids ranging from 12 to 18 years old and a beloved dog named Floyd, life is anything but dull. “It's a small fortune just to go to dinner,” Rob joked. Whether it's boating, beach outings, or cheering on UCF, they cherish their time together.

Music, food, and community also play a significant role in their lives. Jayme loves cooking and exploring new restaurants, while Rob finds peace on the water. Both share a passion for live music and dancing, adding a touch of joy to their busy schedules.

Inspiration and Values

Rob draws inspiration from his father and grandfather, as well as thought leaders like Tony Robbins and Deepak Chopra. Jayme credits her parents for teaching her resilience and hard work, and her children for reminding her to live with curiosity and joy.

Both agree on one guiding principle: giving back. Whether it's helping clients through life's challenges or mentoring new agents, Rob and Jayme are committed to making a difference. As Rob puts it, quoting Tony Robbins, “If you do what you've always done, you'll get what you've always gotten.” For Rob and Jayme, this means constantly striving to do more—for their clients, their team, and their community.

RESIDENTIAL • COMMERCIAL • REFINANCES

FULL SERVICE TITLE COMPANY!

Happy Holidays



REALTY PRO TITLE

www.RealtyProTitle.com

Call A Title Pro For All Your Closing Needs!

386-672-3840

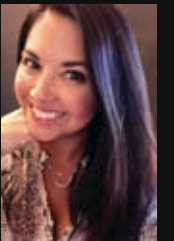
900 W. Granada Blvd, Suite 2, Ormond Beach, FL 32174



Full-service boutique law firm and title company providing services in business law, trademarks, real estate law, and title/real estate closings.

NICOLE REID, ESQ.

Managing Attorney
321.234.2478
Admin@ReidLegalSolutions.com
Reidlegalsolutions.com



Office: Daytona Beach. Serving all of Central Florida



STEPHEN MCLAUGHLIN

**BUILDING DREAMS
ONE CLIENT AT A TIME**

PHOTOS BY: XAVIER WALTON OF WALTONS PHOTOGRAPHY

Stephen McLaughlin's journey into real estate is a compelling tale of evolution, resilience, and a passion for exceptional service. With roots in New York's competitive automotive industry, Stephen's path to becoming a successful real estate agent began when he recognized a striking pattern among his most successful clients. "During my time selling cars, I noticed that many of them were deeply involved in real estate," he reflects. This realization became a catalyst for change, prompting him to pivot towards a career that resonated with his ambition.

When the COVID-19 pandemic hit, Stephen made the bold decision to leave his established career and relocate to Florida, where he had family. "It was a significant life change," he recalls, "but I felt it was time to pursue my real estate ambitions." Initially, he continued in the automotive business at Mercedes-Benz of Daytona Beach, where he excelled in customer service and built a strong client base. "Working at the dealership taught me the importance of delivering exceptional service and building lasting relationships," he explains.

While at Mercedes, Stephen also launched a photo booth business for weddings and events, which offered

him invaluable insights into entrepreneurship. "Running my own business gave me a taste of what it meant to serve clients at a high level," he notes. This experience further solidified his decision to transition fully into real estate, where he could leverage his skills to help people achieve their dreams.

Reflecting on his early career, Stephen credits several mentors who guided him along the way. "Without their support, I might not have found my path into real estate," he admits. Their encouragement and wisdom fueled his determination, and it wasn't long before he was recognized as one of the top listing agents within just eight months of entering the field. Stephen's journey has been punctuated by numerous accolades, not only in real estate but also in the automotive industry. "I won multiple awards for outstanding customer service," he shares proudly, emphasizing that client satisfaction has always been a cornerstone of his approach. He believes that these achievements have shaped his drive to deliver excellence in every aspect of his career.



“
I strive to push myself toward excellence, influenced by those who have walked the path before me.”

Stephen draws inspiration from those around him, believing that there’s always something to learn from successful individuals. “I strive to push myself toward excellence, influenced by those who have walked the path before me,” he explains. This mindset drives him to continuously improve, ensuring that his clients receive the best possible experience.

In his work, Stephen goes above and beyond to ensure his clients feel valued and understood. “I want them to know I’ll be there for them every step of the way,” he affirms. This dedication to client satisfaction is what truly sets him apart in the competitive real estate landscape.

As he looks toward the future, Stephen McLaughlin stands poised to make a lasting impact in real estate, one client relationship at a time. With a blend of exceptional service, a deep understanding of client needs, and a commitment to excellence, he is well on his way to building a legacy that goes beyond mere transactions.



“
It taught me that everyone deserves respect, regardless of their appearance.”

If given a chance to start over, Stephen admits he would focus more selectively on where to invest his time and resources. “I’ve learned that it’s essential to concentrate on what truly matters—providing genuine service,” he says. His experiences have taught him the pitfalls of chasing quick success through flashy gimmicks, reinforcing the value of building meaningful connections instead.

Looking ahead, Stephen envisions a future filled with meaningful interactions and successful transactions. “I want to build lasting relationships with my clients and be remembered as someone they can trust,” he emphasizes. His goal is not just to be a real estate agent but to make a significant impact in the industry, leaving behind a legacy of genuine care and excellence.

One poignant moment in Stephen’s career came during his time in the automotive industry, where he learned a lesson in humility. He recalls an encounter with a man who, despite his humble appearance, was ready to make significant purchases. “Others overlooked him based on how he looked,” Stephen recounts, “but I approached him and offered my help.” That simple act of kindness led to the man buying three vehicles. “It taught me that everyone deserves respect, regardless of their appearance,” he reflects, a lesson he carries into his real estate practice.

What sets Stephen apart from his peers is his ability to listen deeply and understand his clients’ needs. “When a client feels comfortable enough to invite me into their home for dinner, that’s when I know I’ve built a relationship that goes beyond business,” he notes. This commitment to forging genuine connections is evident in every client interaction.

Outside of real estate, Stephen’s passions shine through his family life. He shares his days with his fiancée Michaela, their Dachshund Louie, and two tuxedo cats, Baby and Tiddy. “They’re my daily motivation,” he smiles. Whether enjoying time by the pool or exploring new destinations, family remains central to his life.

TOM GILBERT

Crafting Dreams, One Pool at a Time

Tom Gilbert's journey from a high school job to running a thriving custom pool and spa business is a testament to passion, perseverance, and vision. As the founder of East Coast Pools and Spas, Gilbert has transformed his initial foray into the pool industry into a flourishing enterprise known for its excellence in design, construction, and customer satisfaction.

A Passion Ignited Early

Gilbert's story began at eighteen, when he took his first steps into the pool industry with Pinch-A-Penny. "I started by filling chlorine jugs and loading them into customers' cars. It was a humble beginning, but it laid the groundwork for what was to come," Gilbert recalls. His entrepreneurial spirit quickly emerged as he handed out business cards and began cleaning pools on the side. By the time he was twenty-two, Gilbert had enough clients to leave college behind and dedicate himself fully to his growing business. With a few employees handling pool cleaning routes, Gilbert expanded into service calls and new pool startups. This period of growth was marked by the challenges of managing a growing business and a burgeoning team, but Gilbert's determination and knack for learning quickly paid off. His company expanded to over 200 customers a month, a testament to his commitment and skill.



From Service to Construction

As his business grew, Gilbert's ambitions did too. At twenty-seven, he decided to add pool construction to his repertoire. "I earned my contractor's license and knew I needed to learn the ropes of building pools. I worked for the best subcontractors for free to gain the necessary knowledge and skills," he explains. His initial foray into pool construction was both challenging and enlightening, laying a solid foundation for the business practices he adheres to today.

One particularly memorable project was building a pool inside a home on the third story in Ocean Hammock, Palm Coast. "It was the most challenging project I've ever undertaken," Gilbert

admits. "Navigating logistics and construction in such a unique setting tested our skills and creativity."

A Testament to Excellence

East Coast Pools and Spas has garnered significant recognition over the years, a reflection of Gilbert's dedication to excellence. The company has consistently won Readers' Choice Awards since 2014 and has been honored with the Florida Swimming Pool Association (FSPA) Design Awards from 2020 to 2024. In 2022, they also received the FSPA Best in Show Award and the News Journal's Best of the Best Award, alongside an NSPA Award for pool building.

Despite these accolades, Gilbert remains grounded and focused on what he believes sets his company apart: a commitment to in-house construction. "We handle most of the work ourselves, which means our clients see our own team working on their projects rather than a rotating cast of subcontractors. This approach helps us maintain high standards and ensure a smooth experience for our clients," he explains.

Looking Ahead

When asked what he would do differently if starting over, Gilbert is resolute: "Nothing. Every challenge and success has shaped the business into what it is today." His vision for the future is clear—continue to grow and build the most extraordinary



"I TRY TO DO MY OWN THING AND DRAW INSPIRATION FROM THE POOLS BUILT BY OTHER HIGH-END BUILDERS."

pools possible. Gilbert's passion for his work is evident in every project he undertakes, and his desire to push boundaries ensures that East Coast Pools and Spas will remain at the forefront of the industry.

Outside of work, Gilbert enjoys fishing, hunting, golf, and surfing, pursuits that offer him a well-rounded balance to his professional life. His dedication to giving back is equally noteworthy; he contributes generously to schools, athletics, and those in need, reflecting his commitment to his community. Family and Inspiration

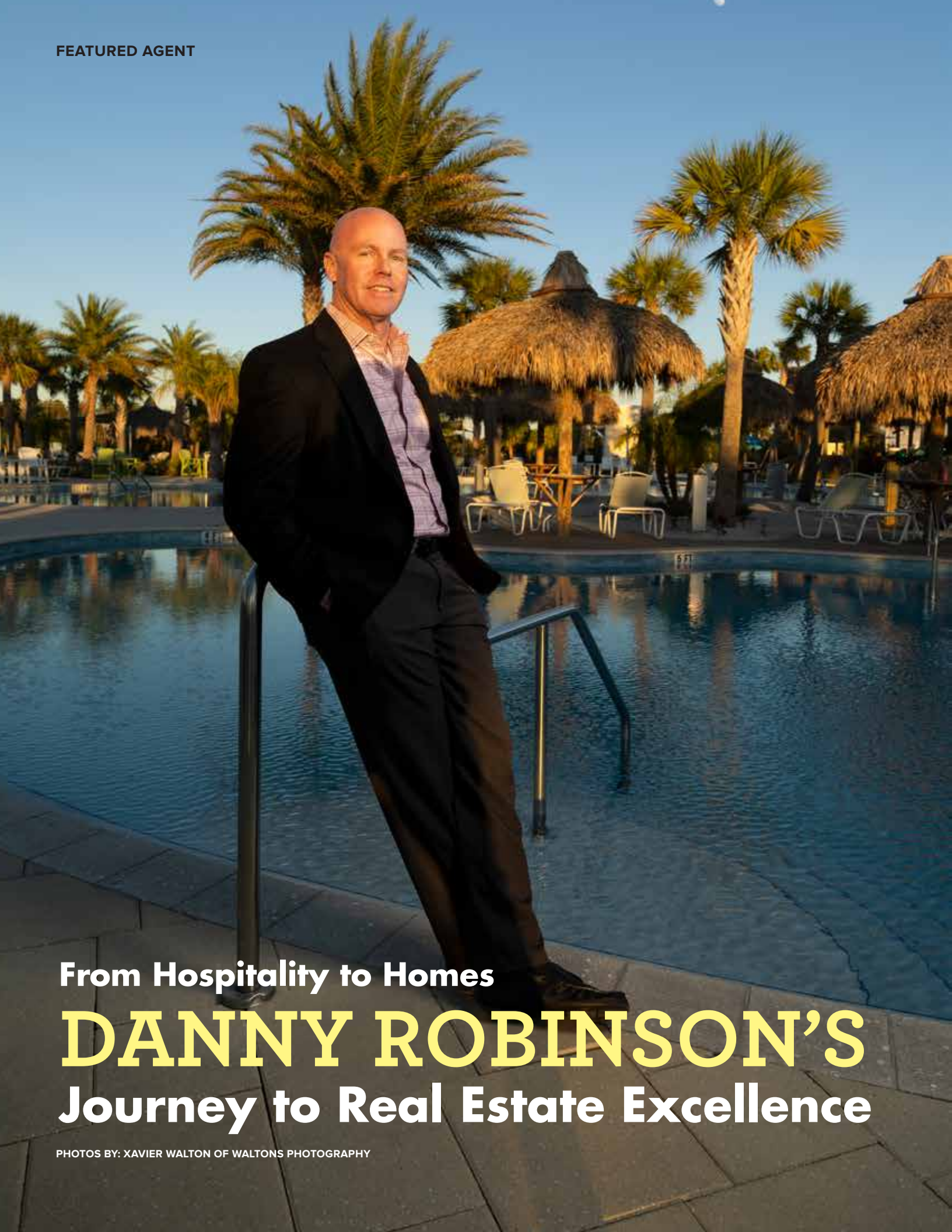
Gilbert's family is an integral part of his life. He and his wife, Rachael Gilbert, share their lives with their sixteen-year-old son, JT Gilbert, and their two dogs, Oreo and Otis. Together, they enjoy spending time outdoors and supporting each other's interests.

When it comes to inspiration, Gilbert is self-reliant. "I try to do my own thing and draw inspiration from the pools built by other high-end builders. My focus is on delivering exceptional results," he says.

A Quote for the Ages

Gilbert's favorite quote—"Either you run the day or the day runs you. Remember, if people talk about you behind your back, it's because you are two steps in front of them."—encapsulates his approach to both business and life. It's a reminder of the importance of taking control and pushing forward despite challenges and opinions.

Tom Gilbert's journey is one of resilience, innovation, and unwavering dedication. From a young man filling chlorine jugs to a leading figure in the pool and spa industry, his story is a powerful example of how passion and perseverance can turn dreams into reality.



From Hospitality to Homes

DANNY ROBINSON'S Journey to Real Estate Excellence

PHOTOS BY: XAVIER WALTON OF WALTONS PHOTOGRAPHY

Danny Robinson's path to becoming one of Daytona Beach's most trusted and successful Realtors is as vibrant and dynamic as the Florida coastline he now calls home. Born and raised in Queens, New York, Danny spent his formative years working in his family's restaurant business. It was here, amidst the hustle of running a busy eatery, that he developed a strong work ethic and a deep commitment to exceptional guest service.

Over the next three decades, Danny built a flourishing career in the restaurant and hospitality industry, working his way from team member to senior executive, franchisee, and partner for several nationally recognized brands. His journey took him across multiple states, providing him with firsthand experience of the challenges and opportunities that come with relocating—a perspective that would later become a cornerstone of his success in real estate.

A Life of Transitions

Throughout his career, Danny not only managed businesses but also navigated numerous personal moves. With each relocation came the task of buying and selling homes, an experience that taught him the importance of a smooth transition during what is often a life-changing time.

When Danny and his wife, Laura, decided to settle in Ormond Beach, they fell in love with the area's coastal charm and vibrant community. Over the years, they have also enjoyed living in a beachfront condo in Daytona Beach Shores and, more recently, in Latitude Margaritaville, a premier Jimmy Buffet inspired community. Their grown children, DJ and Alexis, have also made

the area home, creating a family bond that enriches their Florida lifestyle.

It was this personal journey—combined with his professional expertise—that inspired Danny to pivot from hospitality to real estate. "Real estate felt like a natural progression," Danny shares. "I had always loved working with people, and helping families find their perfect home felt like the ideal way to combine my skills and passion."

From Commercial to Residential Real Estate

Danny's entry into the real estate world began in commercial real estate, where he leveraged his business acumen and experience in site development. While he excelled in this arena, he soon realized he missed the personal connections that had defined his hospitality career. Residential real estate offered the perfect balance—a chance to engage directly with clients and help them navigate one of the most significant decisions of their lives.

Joining Realty Pros Assured proved to be a pivotal moment in Danny's career. From the outset, he demonstrated an uncanny ability to connect with clients and deliver results, earning him the Rookie of the Year Award in his first year.

Since then, Danny has consistently achieved top honors, including the **Top Individual Sales Award** and the prestigious **Top Company-Wide Individual Sales Award**. His exceptional performance has also earned him membership in the exclusive **Realty Pros Royal Diamond Club**, a distinction reserved for the company's highest achievers. These accolades reflect Danny's relentless dedication to his clients and his ability to deliver outstanding results year after year.

A Client-Centered Approach

What truly sets Danny apart is his hands-on, client-centered approach. Having bought and sold homes himself, he understands the emotions, challenges, and excitement that come with the process. He takes pride in

tailoring his services to meet the unique needs of each client, whether they are first-time homebuyers, seasoned investors, or families looking to relocate. One of his most memorable transactions involved a family purchasing their first home. The seller, facing an unexpected life change, needed to move quickly. Danny not only facilitated the sale but also negotiated for furnishings to remain in the home and even arranged for the family's child to adopt the seller's cat, creating a heartwarming and seamless transition for both parties.

Danny's background in marketing and negotiation also gives him a distinct advantage in the competitive real estate market. From crafting compelling listings to staging homes for maximum appeal, he brings a strategic mindset to every transaction. His tireless work ethic is evident in his responsiveness—clients often receive early-morning emails, a testament to Danny's commitment to staying ahead of the game.

Living the Dream

Outside of real estate, Danny and Laura embrace the Florida lifestyle with enthusiasm and enjoy traveling.

Their love for tropical destinations has also led to exciting adventures abroad. The couple owns a condo at Margaritaville Belize on the island of Ambergris Caye, fulfilling a dream they had nurtured for years. Each trip to Belize is an adventure, involving a small plane ride over turquoise waters and a boat journey to their idyllic island home. A perfect location to enjoy scuba diving in the warm Caribbean waters along the largest barrier reef in the Western Hemisphere. While the property currently serves as a prime investment opportunity, Danny sees the potential for something more. "Hopefully, someday we'll get to spend more time at our condo in Belize," he shares. "For now, it's primarily an investment property, but who knows—maybe there's an expansion into international real estate in the future."

Their annual trips to Jamaica to celebrate their wedding anniversary—this past year marking 35 years of

His ability to connect with people on a personal level has made him a trusted advisor and a cornerstone of the local real estate scene.



marriage—further underscore their love for island life and adventure. These experiences, coupled with their deep ties to the local community, reflect Danny's zest for life and his forward-looking vision for his career.

Building Community and Lasting Relationships

For Danny, real estate is about more than just buying and selling properties—it's about building relationships and fostering community. Many of his clients have become lifelong friends, a reflection of the genuine care and dedication he brings to his work.

Danny has also played a role in helping friends and former neighbors from Daytona Beach Shores and Belize transition to new homes in Latitude Margaritaville, strengthening the sense of community in the area. His ability to connect with people on a personal level has made him a trusted advisor and a cornerstone of the local real estate scene.

Your Trusted Realtor

Whether you're buying your first home, selling a cherished property, or relocating to the paradise of Daytona Beach, Danny Robinson is the Realtor who will make your journey seamless and rewarding. His blend of personal insight, professional expertise, and heartfelt dedication ensures that every client feels supported and valued.

Whether scuba diving in crystal-clear waters or guiding clients toward their perfect property, Danny Robinson approaches every endeavor with the same philosophy, quoting Jimmy Buffet "Bubbles Up—They will point you towards home"

If you're ready to make your real estate dreams a reality, trust Danny Robinson—a Realtor recognized for excellence and known for his unwavering commitment to helping clients achieve their goals.

MASSAGE Clinic

Get Back to Your Active Lifestyle with Our Expert Massage therapy Services

Accepting VA Community Care

- Corporate events
- Clinical Massage
- Deep Tissue Massage
- Certified Lymphatic Massage with a focus on Post-op care



386-898-4967 back2balanceportorange.com
cathleen@back2balanceportorange.com



POOL INDUSTRY EXCELLENCE SINCE 1994!

Proudly building, renovating and servicing local residents for over 20 years!



Pool Design - Pool Construction - Pool Renovations

C.M. Custom Pool Designs is a family-owned and operated business that takes pride in the quality of our pools and in keeping our customers satisfied.

myflpools.com

1133 N US Highway 1, Ormond Beach, FL 32174 - (386) 615-7425



WHAT WE BRING TO THE TABLE



-  OPEN HOUSE BASKETS
-  TAX DEED CERTIFICATION PROGRAM
-  CO-BRANDED MARKETING MATERIALS
-  QUOTING APP
-  VIRTUAL / LIVE BROKERS OPEN PROGRAM
-  LEAD FARMING APP
-  READY TO LIST PROGRAM (LISTING PHOTO'S PAY AT CLOSING)
-  CLOSE ANYTIME/ANYWHERE/ANY PLATFORM - NO NOTARY FEES
-  TITLE REBATE PROGRAM
-  REAL ESTATE INVESTOR PROGRAM



Let's Grow Together



SCAN HERE FOR MORE INFO

orders@eastcoasttitlefl.com | 386-515-3277



GG-Your Luxury Travel Advisor



GG MACK

Elite Cruise Counsellor
and Luxury Travel Advisor

404.242.9334

gg@ggmacktravel.com

www.ggmacktravel.com