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Hello **May,**
the **Season**
of **Growth!**



As spring reaches its peak, May reminds us of the power of growth and gratitude. It's a time to celebrate progress, foster fresh connections, and nurture the ideas that help us move forward—together.

This past month, we hosted an incredible Mastermind event that left us inspired and energized! The conversations, collaboration, and wisdom shared were a true reflection of what this community is all about. If you missed it—or just want to relive the magic—check out the event photos in this issue!

And now, we're turning our attention to the next big moment: our **Denim & Diamonds** event on **June 3rd!** This one's going to sparkle, so keep an eye out for your invite—because you won't want to miss it.

We're also thrilled to welcome our newest preferred partner, **Reel Dependable Media**. We're excited to have them join the Real Producers community and can't wait to see the creativity they bring to the table.

Let's hold onto this thought as we grow through the season: "What we plant in the spring, we harvest in the fall."

Here's to a May filled with momentum, collaboration, and possibility.



Kristin Brindley
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Kristen Cappitelli

BY GEORGE PAUL THOMAS
PHOTOS BY CHRIS KELLYMAN

GOOD TO BE HOME TITLE AGENCY

BUILDING FOUNDATIONS WITH COMPASSION AND EXPERTISE

Kristen Cappitelli stands out in the title insurance industry with her friendly demeanor and outgoing nature. As President of Good to Be Home Title Agency, she combines her passion for real estate with a commitment to supporting families in their journey to homeownership.

A Journey of Transformation

Kristen's professional path began in education, where she spent five years as an elementary school teacher and then

taught middle school special education after obtaining her master's degree. When her first child was born, she chose to become a stay-at-home mom, but soon felt the challenges of balancing family life with financial needs. In this pivotal moment, Kristen was inspired by her upbringing in a family deeply rooted in the industry—her mother in mortgage lending and her father as a real estate attorney. Kristen started her career as a real estate paralegal, which reignited her passion for real estate.

Driven by the desire to create a flexible work environment for parents who had felt the same struggle she had, she established Good to Be Home as a settlement agency in January 2019. By June 2020, it had evolved into Good to be Home Title Agency. Under her leadership, the agency has embraced a virtual model, enabling her staff to provide top-tier title services across New Jersey, Pennsylvania, and New York.

A Commitment to Excellence

Kristen's primary responsibilities include human resources, accounting, and sales and marketing. Building Good to be Home while raising young children was no small feat. "Starting the company when my children were small was challenging," she shares. "I worked many late nights to make it happen." Yet, the most rewarding aspect of her work is witnessing the joy of families finally closing on their new homes after a challenging search.

Good to be Home Title Agency operates by the motto, "That 'Good to be Home' feeling starts with us." With a virtual model and satellite offices across New Jersey, Pennsylvania, and New York, they ensure convenience and accessibility for clients. Kristen's team consists of several dedicated professionals. Together, they foster an environment of efficiency and excellence, a true testament to Kristen's commitment to quality.

Community Impact and Personal Touch

Residing in Medford with her husband, Tom, and their three children—Zachary (10), Brendan (9), and Juliana (7)—Kristen values family time as a cornerstone of





“

Being genuine is far more powerful than trying to fit a specific mold.”

her life. They enjoy spending weekends engaged in neighborhood playdates, summer swimming, watching and attending wrestling shows, and seasonal activities like pumpkin picking and apple cider donut outings. “Our current favorite activity is playing in the neighborhood with friends,” she shares. These family-centered moments not only strengthen their bonds but also serve as a reminder of the joy and fulfillment that home and community can bring.

Outside of family time, Kristen pursues her passion for horseback riding, which allows her to recharge and find balance amid her busy life. She believes that engaging in personal hobbies enriches her ability to lead effectively and nurture meaningful

connections with her clients and team. “I love the range of emotions real estate offers and the unique challenges it presents,” Kristen says. This perspective fuels her passion for her work and enhances her ability to support others through their real estate journeys.



Beyond her professional accomplishments, Kristen is deeply committed to giving back to her community. As president of the Burlington County chapter of BW Nice—Business Women Networking Involving Charity & Education—she plays a vital role in raising awareness and funds for Providence House, a domestic violence shelter. Through various initiatives, Kristen and her team support the shelter with financial donations and organize events that collect essential items and resources for families in need. “Every chapter meeting is an opportunity for women in business to come together and support our charity partners,” she explains. This involvement strengthens her ties to the community and fosters collaboration among local businesses dedicated to social impact.

Kristen’s commitment to community service extends to creating a supportive network for parents who seek flexible work environments. By building Good to be Home Title Agency as a family-friendly workplace, she embodies the

values of empathy and understanding. She strongly advocates for work-life balance, ensuring that her employees have the resources and support they need to excel in their professional and personal lives. “I want to create an environment where parents can thrive at work while being present for their children,” Kristen notes, illustrating her dedication to nurturing her team and their families.

Through her personal and professional endeavors, Kristen Cappitelli exemplifies the essence of community impact and the importance of building genuine relationships. Her approach to business is rooted in a desire to empower others, ensuring that everyone she works with feels valued and supported.


Looking Ahead

Kristen’s vision for the future is clear: “I want to take Good to Be Home Title Agency from a boutique agency and grow throughout New Jersey, Pennsylvania, and New York while maintaining our commitment to exceptional service.” She emphasizes the importance of authenticity in her interactions with clients and real estate partners alike, stating, “Being genuine is far more powerful than trying to fit a specific mold.”

CONTACT US!

For more information about Good to be Home Title Agency or to discuss how they can assist you, feel free to email Kristen@GoodtoBeHomeTitle.com or call 908-621-1192. Visit their website at www.GoodtoBeHomeTitle.com to learn more about their services and commitment to making every client feel, It’s good to be home.





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Alexandra

THE INDUSTRY GO-GETTER

BY GEORGE PAUL THOMAS
PHOTOS BY MISTY ROSE

DiFilippo

Alexandra DiFilippo is a real estate agent with Keller Williams Realty who is goal-oriented, personable, and a determined go-getter. She approaches her business with confidence and a caring spirit, ensuring that each of her clients feels valued and supported throughout their real estate journey.

Breaking New Ground

Originally from Staten Island, New York, Alex moved to New Jersey as a child. Rather than taking a traditional college path, she jumped straight into the workforce after high school.

"I started working at a Title company right out of high school and started in their accounting department, and ended up getting my title license and was doing settlements before I left," she explains.

It was during this time that she obtained her real estate license, a decision that shaped the rest of her career.

Her experience in the title industry provided her with invaluable knowledge about real estate transactions. "My background has shaped me into someone who values hard work, integrity, and connection," she says. "Growing up the way I did has helped me so much with lead generation and meeting new people." She quickly adapted to the industry's dynamic nature, embracing challenges as opportunities for growth.

Alex obtained her real estate license in 2016 and transitioned to full-time real estate in May 2019 with Keller Williams Moorestown. What started as a job soon became a passion.

"I fell into real estate on the agent side and immediately fell in love with it," she recalls.

For Alex, real estate offers unlimited potential. "The sky is the limit, and there is no ceiling," she says. "I want to travel the world and own investment properties, and being in the industry has given me the opportunity to do all of that."

Helping clients navigate one of the biggest financial decisions of their lives is what she finds most fulfilling. "I get to meet so many different people, connect with them on a deeper level, and gain their trust," she shares.

What makes her stand out is her relationship-driven approach. "I don't just help people buy or sell homes; I guide them through one of the biggest decisions of their lives with care, transparency, and purpose," she explains. "My goal isn't just to close a deal but to create an experience that leaves a lasting impact."

Leading with Results

As a team lead of Alex & Associates, Alex has built an impressive career. In 2024, she closed 45 units with \$12 million in sales volume, along with the help of her team member Jess Singh. Looking ahead, she aims for \$20 million in 2025, a testament to her drive and dedication.

While she has received various awards, including number one sales units at her office for 2024, Alex is more focused on pushing herself



"I always talk about door-knocking as one of the ways I try to get business and meet people, and I have never met a rude person in Haddon Heights. Everyone has always been so nice to me."



to new heights. “I’m always looking ahead to what’s next,” she says.

Life Beyond Real Estate
Outside of work, Alex enjoys a full and active personal life. She shares her home with Mack and their two beloved dogs: Cali, an 8-year-old Labrador Retriever, and Nash, a 1-year-old French Bulldog.

She loves spending time at the beach, specifically the Jersey Shore, traveling, watching Eagles games, going to concerts, and exploring new restaurants with friends. She also enjoys Pilates, cooking, and taking long walks with her dogs.

“I’m trying to get into reading more,” she adds with a laugh.

If she weren’t in real estate, Alex imagines herself in either the fashion industry or working as a private investigator or attorney, helping women.

A lesser-known fact about her? “I moved out of my parents’ house when I was 19 and really had that sink-or-swim mindset,” she shares. “I think that is what really pushed me to be successful in real estate because I had no safety net to fall back on.” That drive for success continues to fuel her today.

Looking Ahead
When it comes to inspiration, Alex is drawn to the words of Mel Robbins and embraces the “Let Them” theory. One of her favorite quotes is, “You will never be criticized by someone who is doing more than you. You will only be criticized by someone doing less.”

In the next year or so, she hopes to hit platinum status with her team, acquire another investment property, and travel throughout Europe. “Within the next 5 years, I’ll have a shore house down the Jersey Shore and maybe a little one running around,” she shares.

Professionally, Alex aims to be recognized as an expert realtor in Haddon Heights, where she has lived and owned a home since 2017. “I love the small-town feel and community of Haddon Heights,” she says. “I always talk about door-knocking as one of the ways I try to get business and meet people, and I have never met a rude person in Haddon Heights. Everyone has always been so nice to me.”

With years of experience under her belt, Alex has valuable insights for aspiring top producers.

“Something my coach has taught me is not to get attached to the outcome

but to focus on the action,” she says. “Keep making the calls and lead generate every day, and the business will come.”

She emphasizes the importance of maintaining strong relationships with past clients. “I joke with all of my clients that getting to the closing table is just the beginning of our relationship,” she says. “I’m constantly doing pop-bys and sending gifts to clients who’ve had babies, gotten married, maybe had a surgery or procedure done, or even lost a loved one.”

This generosity is a cornerstone of her approach. “You could ask any one of my friends to describe something about me, and they would all say what a giver I am,” she says. “I love surprising people and making their day.”

With her tenacity, client-first mindset, and passion for real estate, Alex continues to make an impact, setting new standards in the industry.





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JACQUELINE & JON BAUMEYER

BY GEORGE PAUL THOMAS
PHOTOS BY CHRIS KELLYMAN

DISCIPLINE, DEDICATION, AND REAL ESTATE



Jacqueline Baumeyer knows how to navigate challenges. After serving 21 years in the military, she transitioned into real estate with the same discipline, adaptability, and problem-solving mindset that defined her career. Now, as a REALTOR® with eXp Realty in Southamptton, New Jersey, she and her husband, Jon, who also served 25 years in the military, run a business built on trust, strategy, and resilience. For Jacqueline, real estate isn't just a job—it's an opportunity to help others while embracing a profession that keeps her engaged and always moving forward.

From Military Service to Real Estate

Originally from Aurora, Colorado, Jacqueline spent the last 12 years of her childhood there before enlisting in the military at the age of 18. Throughout her service, she earned multiple associate degrees, including Criminal Justice and Instructor of Technology and Military Science, later completing a bachelor's degree in Project Management.

Her military career took her through diverse roles as a military policeman and later as the Director of Education for a Noncommissioned Officer Leadership Academy. These positions sharpened her ability to communicate with people from all backgrounds, a skill that now helps her connect with a wide range of clients.

"I often hear people say they could never work with certain individuals or that some clients are too difficult, but I don't see it that way," Jacqueline says. "Unless someone is extreme or unreasonable, I can generally work with anyone, solve problems, and help people navigate challenges."

Following Jacqueline's retirement at her last duty station in Colorado, the family moved on to New Jersey when Jon received permanent change of station orders. Unsure of her next step but eager for a fresh start, she explored real estate—a field she had always been passionate about as a homeowner.

"We've always had a passion for buying homes and utilizing our VA home loan benefit with every assignment we had," she says. "I prefer a job that keeps me on the go every day, something different, and doesn't get stagnant. I didn't want to pursue a job in civilian law enforcement following 21 years as a policeman in the military, so I decided to try real estate."

Now, eight years into her real estate career, Jacqueline has fully embraced the industry. While she didn't initially see it as a long-term plan, she now can't imagine doing anything else.

"I just don't see myself in any other career," she says. "The last eight years have been a wild ride, so I think I'll continue to sell real estate as long as I enjoy it and love the people we're helping."

One of the most fulfilling aspects of her work is guiding clients through uncertainty.

"It's rewarding to work alongside a client who is very timid about the process, scared of what to expect, or who has had a bad experience in the past and completely transform how they view real estate and realtors in general," she explains.

Jacqueline and Jon operate the Baumeyer Real Estate Group under the Connection Realtors Team with eXp Realty. Their military background helps them to



“ANY HURDLE THAT ARISES IS JUST THAT—A HURDLE. THERE’S A SOLUTION FOR EVERYTHING.IT’S REWARDING TO TAKE A CLIENT FROM FEELING UNCERTAIN AND OVERWHELMED TO CONFIDENT AND EXCITED ABOUT THEIR FUTURE.”

approach each transaction with a level-headed, solution-oriented mindset.

“The military throws some crazy unpredictability at you. You don’t always know what you’re doing from day to day, and you don’t always know where you’ll be in a year,” she says. “So, nothing in real estate throws me for a loop. Any hurdle that arises is just that—a hurdle. There’s a solution for everything.”

Achievements and Growth

Jacqueline’s strong work ethic and problem-solving skills have led to consistent success. Last year, she and Jon closed 18 transactions totaling just under \$10 million in volume. They intentionally slowed their business over the Summer to help their daughter relocate and renovate a home but are on track to meet their 2023 numbers again this year.

She has also earned the New Jersey Realtor Circle of Excellence Sales Award every year since starting in real estate, a recognition she takes great pride in.

In addition to her role as a Realtor, Jacqueline holds the Military Relocation Professional (MRP) certification and is an eXp Realty Certified Mentor, helping new agents build strong foundations for success.

While she and Jon currently operate as a two-person team, they have considered expanding in the future. For now, they remain focused on maintaining

the quality and personal touch that has made their business thrive.

Life Beyond Real Estate

While real estate is a significant part of Jacqueline’s life, her world revolves around her family and their shared values. She and Jon have been married for 24 years, and their strong partnership extends beyond business.

“Our family is everything for us,” she says. “We’ve built a life rooted in teamwork and adaptability, whether in the military, our marriage, raising our kids, or now in real estate. That sense of partnership carries into everything we do.”

Their four children have been a guiding force in their lives. Jacqueline’s two older stepsons, Jordan and Zachary, have long since entered adulthood, while their younger children are thriving in their academic careers. Their daughter is currently a Ph.D. student in Chemistry at the University of Delaware, and their son is preparing to graduate this month from Penn State with a degree in Finance and will be pursuing his Master’s Degree following graduation.

“They truly guide our entire life,” Jacqueline says. “Watching them grow into strong, independent adults has been one of the greatest joys of our life.”



When Jacqueline and Jon aren’t working, they prioritize staying active and outdoors. Fitness has always played an important role in their daily routine, and they can often be found at the gym, maintaining a healthy lifestyle. Beyond that, they love to travel and camp, which allows them to unplug from their busy schedules and reconnect with nature.

Running is another passion that has been part of Jacqueline’s life for years. During her time in the military, it was a key part of her fitness routine and personal discipline. Despite pulling back from running since retiring from the military, Jacqueline trained and completed a half marathon in Boulder, Colorado, with her youngest sister Jill this April—a milestone she was especially excited about.

With their children now grown and establishing their futures, Jacqueline



and Jon are also looking ahead. While they plan to remain in South Jersey for the next few years, they are keeping their options open and considering where life might take them next.

Looking Ahead

Jacqueline takes a practical approach to the future, focusing on enjoying the present while remaining open to new opportunities.

“Right now, we’re just enjoying where we are,” she says. “Professionally, over the next five to ten years, we plan to continue helping as many people as we can. As long as we’re happy and loving what we do, we’ll keep going.”

While she and Jon plan to stay in South Jersey for at least three to five years, they are waiting to see where their younger children settle before making any long-term relocation decisions.

For those looking to build a successful career in real estate, Jacqueline has one key piece of advice: “Get organized.”

She stresses that hiring the right support can make all the difference if you don’t excel in keeping things organized. “If it’s not your strength, then hire someone who excels at it because, without a strong administrative and business-oriented structure, success will be difficult to achieve.”



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SOUTH JERSEY Real Producers' Series 1: Mastermind—Wisdom, Wealth, and Wellness!



APRIL 3, 2025

PHOTOS BY CHRIS KELLYMAN

What an unforgettable experience at the *South Jersey Real Producers' Series 1: Mastermind—Wisdom, Wealth, and Wellness!* The energy was electric, and the event exceeded all our expectations.

A huge thank you goes to our outstanding sponsors—

Cross Country Mortgage-The Parker Team, Actual Spaces Home Staging and TD Bank. Their generosity and support were essential to making this event a true success!

We were honored to have Matt Curcio as our moderators and MC. He skillfully facilitated discussions with an exceptional panel of top agents: **Amber Cruse, Carlo Drogo, Christopher Twardy, Connie Curci,**

and **Gina Romano**, all of whom shared their journeys and offered invaluable insights to the audience.

Special recognition goes to our engaging speakers, **Scott Einbinder** and **Terri Santiago Parker**, who brought invaluable knowledge and a touch of humor to the stage, making for an educational and entertaining experience.

A big shout-out as well to **Chris Kellyman Photography** and **Ryan Fuhs Videography** for beautifully capturing the event at the **Indian Cultural Center in Marlton, NJ**. Their work truly highlights the

excitement and community spirit that filled the venue.

And a sweet thank you to **Nothing Bundt Cakes in Marlton** for adding a delicious touch to our celebration—your treats were the icing on the cake!

It takes a village to strengthen and celebrate our community, and we are beyond grateful for everyone who contributed to this memorable day. To our attendees, your enthusiasm made this event even more special. Here's to many more moments of learning, growth, and togetherness!



CONTACT US!

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





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