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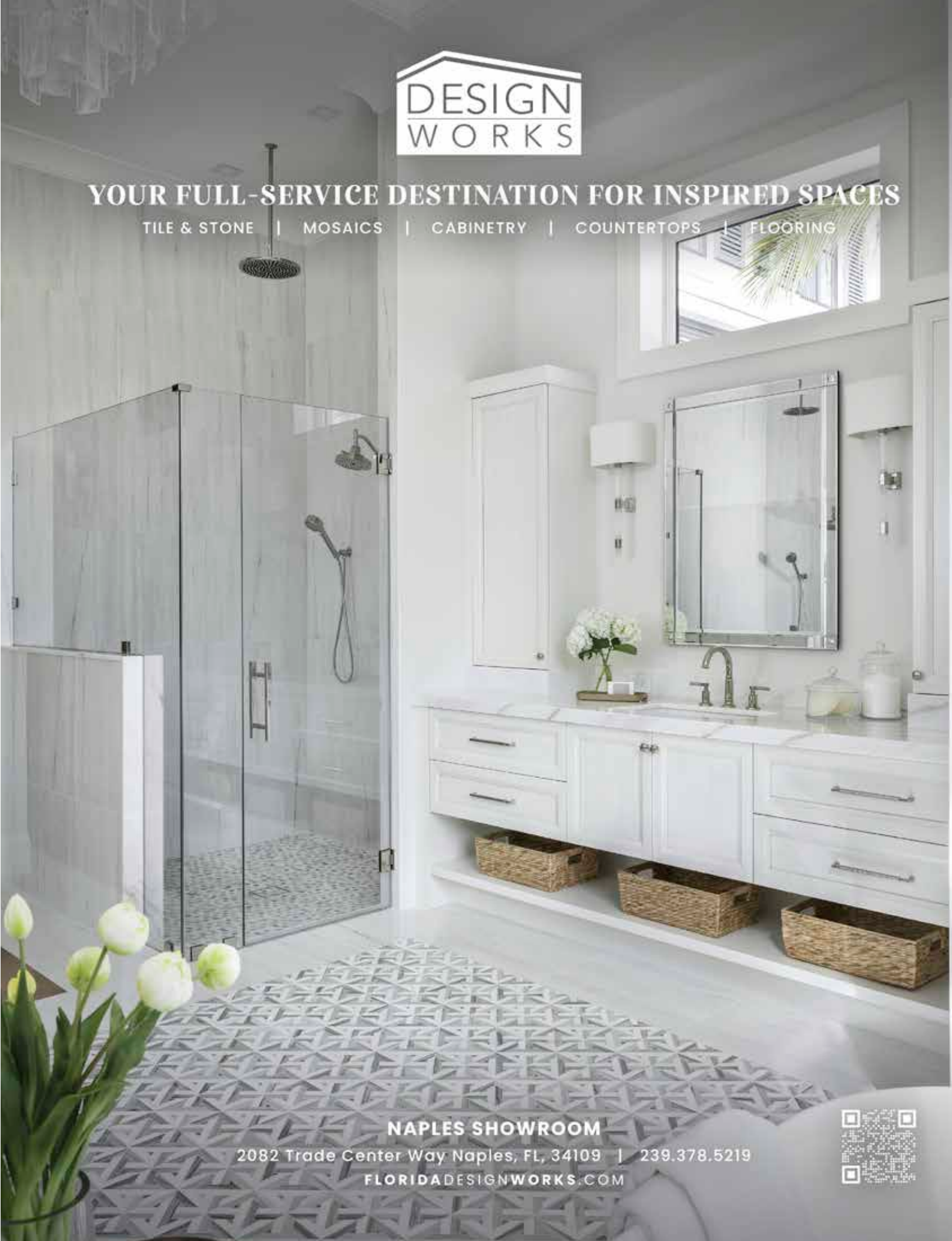
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FAQ

ABOUT THIS MAGAZINE

BY ANDREW REGENHARD, OWNER/PUBLISHER



Naples Real Producers is celebrating six years in print this

month! If you just made the 2026 Top 500 producers in Naples and are new to our publication, you may be wondering what it's all about. "FAQs About This Magazine" answers the most commonly asked questions around the country regarding the Real Producers platform. My door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice, and to connect, elevate the industry, and inspire!

Q: WHO RECEIVES THIS MAGAZINE?

A: The top 500 agents in Naples. We pulled the MLS numbers (by volume) from January 1, 2025, to December 31, 2025, in the Naples area, cut the list off at number 500, and our new 2026 Top 500 distribution list was born. This magazine is free exclusively to the top 500 agents in the area each year. This year, the minimum production level for our group was \$8.85 million in 2025, based on data reported to MLS.

Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?

A: It's really simple — every feature you see has first been nominated. You can nominate other REALTORS®, affiliates, brokers, owners, or even yourself! Office leaders can also nominate Realtors. We will consider anyone brought to our attention. Because we don't know everyone's story, we need your help to learn about them.

A nomination currently looks like this: You email us at swfl@n2co.com with the subject line, "Nomination: (Name of Nominee)," and explain why you are nominating them to be featured. It could be they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they give back to the community in a big way. The next step is an interview with us to ensure it's a good fit. If it all works out, we put the wheels in motion for our writer to conduct an interview and for our photographers to schedule a photo shoot.

Q: WHAT DOES IT COST A REALTOR®/TEAM TO BE FEATURED?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! We are not a pay-to-play model. We share real stories of Real Producers.

Q: WHO ARE THE PREFERRED PARTNERS?

A: Anyone listed as a "Preferred Partner" in the front of the magazine is a part of this community. They will have an ad in every issue of the magazine, attend our quarterly events, and be a part of our online community. We don't just find these businesses off the street, nor do we work with all businesses that approach

us. One or many of you have recommended every single preferred partner you see in this publication. We won't even meet with a business that has not been vetted by one of you and "stamped for approval," in a sense. Our goal is to create a powerhouse network, not only for the best Realtors in the area, but the best affiliates, as well, so we can grow stronger together.

Q: HOW CAN I RECOMMEND A PREFERRED PARTNER?

A: If you have a recommendation for a local business that works with top Realtors, please let us know! Send an email to me at andrew.regenhard@n2co.com.



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COMMUNITY

The Foundation of Our Platform BY ANDREW REGENHARD

Dear Real Producers of Naples,

Those of you who have been with us for years know that community is at the very heart of what we do here at *Real Producers*.

Our platform is built on—and sustained by—the top 500 producing Realtors in Collier County who make up this exceptional community. This monthly publication is delivered exclusively to these top-ranked real estate professionals with a simple but powerful purpose: to connect, inspire, and elevate the industry. By sharing the stories and insights of leading Real Producers, we hope to highlight the dedication, leadership, and innovation that continue to shape our local real estate landscape.

Our quarterly networking events are another meaningful way we bring this community together. Invitations

to these gatherings are reserved exclusively for members of the Top 500 and our trusted preferred partners, creating a space where relationships grow and ideas are shared. Our recent event on March 26th at 7J7 Sky Lounge was a wonderful example of that connection in action. If you weren’t able to join us this time, we hope to see you at our upcoming summer event—details will be shared soon.

Thank you for being part of and continually strengthening this community. Your professionalism, leadership, and commitment to excellence are what make *Naples Real Producers* so special.

As always, my door is open. If you know an outstanding Realtor we should feature in the magazine, would like to recommend a trusted vendor who could benefit from being part of this publication, or need a referral to

one of our carefully vetted preferred partners, please don’t hesitate to reach out. I would love to hear from you.

Here’s to the continued success of this remarkable community.

Very respectfully yours,



Andrew Regenhart
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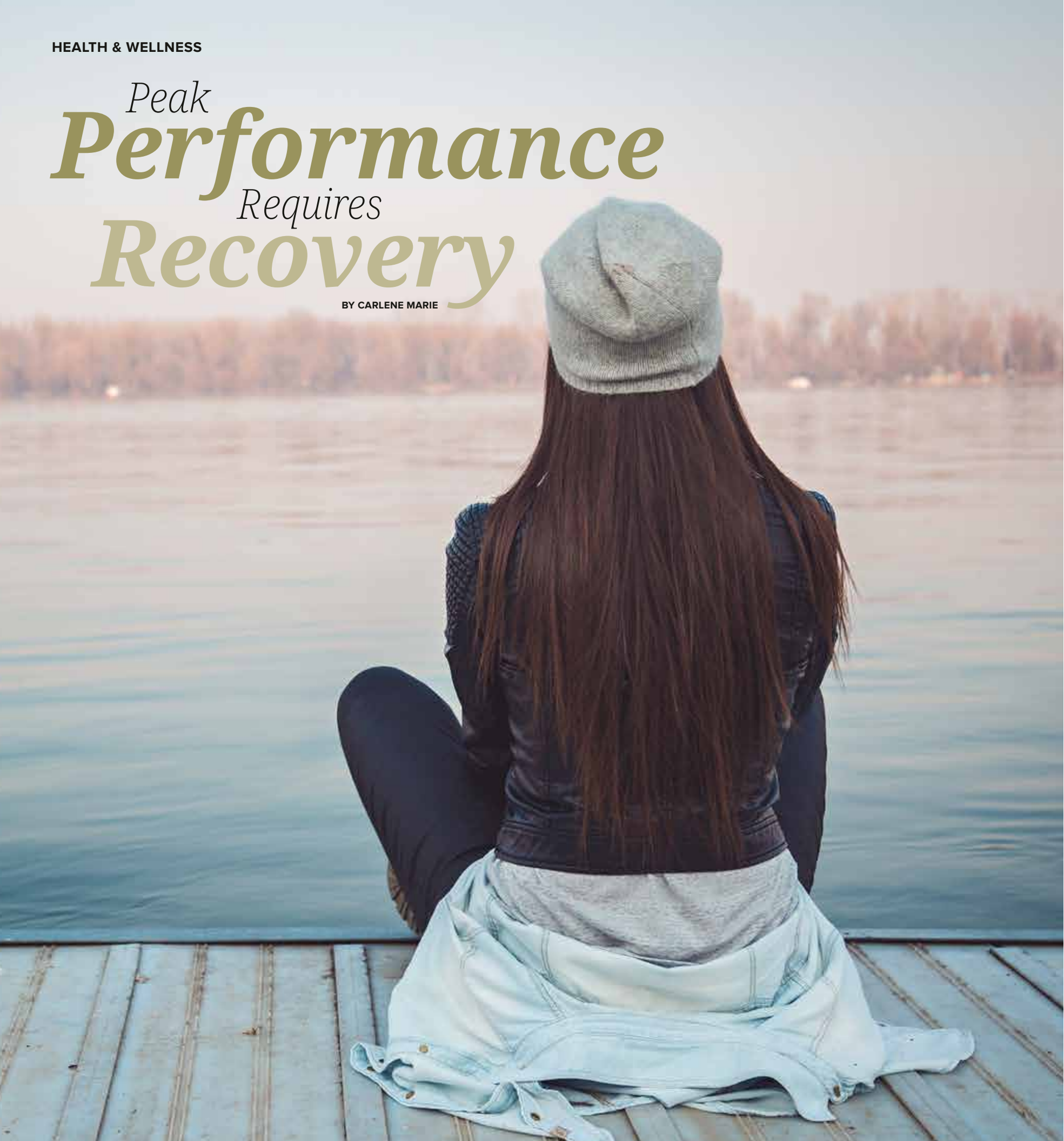
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Peak Performance Requires Recovery

BY CARLENE MARIE



When was the last time you truly unplugged? Not answered emails from a different zip code. Not taken calls poolside. Not “worked lightly.” But stepped away long enough for your body to exhale and your mind to stop scanning for the next demand?

Author and researcher Alex Soojung Kim Pang, who studies high performers and deliberate rest, writes, “Rest is not a reward. It is a requirement for doing our best work.” His research reveals that many of the most accomplished leaders structure recovery with the same seriousness as their work. They understand something counterintuitive. Peak performance depends on intentional disengagement.

In real estate, stepping away can feel risky. Momentum feels fragile. Clients expect access. Opportunities move quickly. There is a quiet belief that if you slow down, you fall behind. Biology tells a different story.

When stress remains elevated for too long, cortisol stays high and the nervous system operates in constant activation. Over time, thinking narrows. Emotional regulation weakens. Patience shortens. Creativity drops. Decision making becomes reactive instead of strategic. You may still be producing, but you are no longer operating at your highest level.

Recent research published in *Frontiers in Psychology* found that slow, paced breathing significantly improves heart rate variability, one of the strongest markers of resilience and adaptability. Higher heart rate variability is associated with better executive function, stronger emotional control, and faster recovery under pressure.

Translation for this industry: a regulated nervous system negotiates better. Leads better. Closes better.

One executive I coached resisted taking a true vacation for years. Top producer. Highly respected. Always available. He believed stepping away would signal weakness and cost him business. When exhaustion began affecting his focus and patience, we reframed rest as strategy rather than indulgence.

He committed to 10 days fully offline. No email. No client calls. No monitoring. The first few days were uncomfortable. He felt restless, almost guilty. By day five, his sleep deepened. By day seven, his thinking expanded. When he returned, he closed two complex negotiations with a level of composure and creativity that surprised even him. He did not lose momentum. He regained clarity.

A vacation is not only about escape. It is about nervous system repair. It allows cortisol to settle, heart rate variability to rebound, and the brain to integrate information without constant input. Insight often surfaces in spaciousness, not urgency. Strategy strengthens when the mind has room to breathe.

High performance is not built on endless activation. It is built on rhythm. Intensity followed by recovery. Effort followed by restoration. Push and pause working together. If longevity in this industry matters, stepping away is not optional. It is intelligent. It is protective. It is strategic.

The market will always move. The question is whether you will return to it depleted or restored. Rest is not a reward. It is a requirement for doing your best work.



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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KNOWING HER TURF

BY JESS WELLAR
PHOTOS BY LACASATOUR



No one is going to beat Kristin Stroh at Southwest Florida neighborhood trivia. Kristin’s knowledge comes from years of being embedded in the market, watching developments rise from dirt, building relationships long before a deal was ever on the table, and understanding the subtle differences between one Naples enclave and the next.

“I’ve been selling in Naples for over 22 years, and that longevity has given me not only deep market knowledge, but also an extensive network and understanding of how each community really lives, not just how it looks on paper,” she explains.

A Front Row Seat

Originally from Buffalo, New York — “Go Bills!!!” she proudly adds — Kristin studied advertising at the University of Tennessee before briefly working in New York City. A visit to a friend at Ocean Reef Club in Key Largo changed everything. She stayed for eight years, bartending, building lifelong friendships, and working as an assistant to the owner of a real estate company there. That’s where her love for real estate began.

She saw the business from behind the curtain first: how agents built relationships, structured deals, and created flexibility in their careers. That perspective stuck and she obtained her license in 2000.

After moving to Naples in 2004, she spent nearly a decade at the *Naples Daily News* in advertising sales, working exclusively with real estate agents, builders, and developers. It was a masterclass in market evolution.

“I really learned so much about the local communities during that time because there were so many communities suddenly being built then in Southwest Florida,” she explains. “I got a front row seat to the new developments taking place and their nuances.”

During that same time, she also assisted G. O. Thornhill, who left a lasting impression on her career.

“I only worked with G.O. for a year, but he has turned into such a mentor for me,” she acknowledges. “We still have a great connection to this day, and I am very thankful to him for everything he has done for me.”

She later worked in marketing at Clive Daniel as a real estate liaison, adding another layer of relationships in the interior design world. So when mid-2020 arrived and the market took off, she knew it was time to go all in.

“I figured it was now or never!” she grins.



Kristin Stroh is a solo agent at The Agency, Naples

No Sales Tactics

Today, Kristin is a solo agent at The Agency Naples, though she occasionally partners with her longtime friend Christy Mangan. Last year, she closed \$26 million in volume, including several notable luxury transactions, a reflection of years of groundwork finally compounding. But numbers aren't what define her approach.

"Clients often tell me I have a unique ability to listen closely to what they want and guide them toward the right decision without pressure," Kristin says. "I see myself less as a salesperson and more as a trusted advisor helping them navigate one of the biggest financial and lifestyle decisions they'll make."

That distinction matters. She isn't interested in pushing someone into a neighborhood that doesn't fit their lifestyle simply because it's trending. She wants them to land where they belong and doesn't pressure.

Much of her business now comes from repeat clients and referrals, something she considers the ultimate compliment. She also recently made a deliberate decision to invest in professional social media and marketing support, treating her digital presence as an extension of her business rather than an afterthought. And the results are already starting to pay dividends.

"I have people calling me that found me online," she elaborates. "People around town now tell me they've seen my videos — I feel like a local celebrity!"

Stronger Together

Even seasoned agents hit rough patches, and for Kristin, 2024 brought a period of uncertainty as the market slowed and momentum shifted.

"After many successful years in real estate, I began thinking carefully about what the next chapter might look like for the first time if I couldn't find a way to revitalize my business."

The turning point wasn't a marketing campaign or a sudden surge in listings, though. It was company culture.

Kristin had joined The Agency three years ago, and during that challenging season, the collaborative spirit of the brokerage made all the difference. Colleagues brought her into meaningful luxury opportunities, including a co-list on Marco Island that resulted in the highest-priced sale there in 2024, and another significant buyer opportunity in Aqualane Shores.



"In more than two decades in this business, I had never experienced a company where agents genuinely support each other and share opportunities the way they do here!" she acknowledges. "I couldn't be more grateful and appreciative. It's truly a collaborative environment."

That support reinforced what she already believed: this business is built on relationships. Not just with clients, but within your own professional circle. Shortly after that season of doubt, her business rebounded and 2025 became her strongest year yet.

“
Clients often tell
me I have a unique
ability to listen
closely to what
they want and
guide them toward
the right decision
without pressure.”



I couldn't be more grateful & appreciative.
It's truly a collaborative *environment.*"



Beyond the Deal
Kristin relishes the lifestyle Southwest Florida offers when she's not helping clients. She enjoys golfing when she can and spends time with a tight-knit group of friends in Naples and the Keys. Travel is high on her list, especially adventures with her longtime travel buddy from Ocean Reef Club. A recent trip to the Canadian Rockies tops her list of their favorite roadtrips. She also looks forward to the occasional Vegas or Hard Rock Casino getaway to try her luck.

Eyeing the future of her business, she's focused on thoughtful growth while she continues to build her brand. Expanding her presence in the Naples luxury market — particularly Olde Naples — is part of that vision, along with a personal dream of eventually owning a home there herself one day.

And as for longevity in the business? She's certainly not going anywhere.

"I love it!" Kristin asserts. "I enjoy knowing the communities and talking to people — especially the ones that aren't from here — about which neighborhood they'll fit in, as each one offers different amenities and price points. That, to me, is the fun part!"



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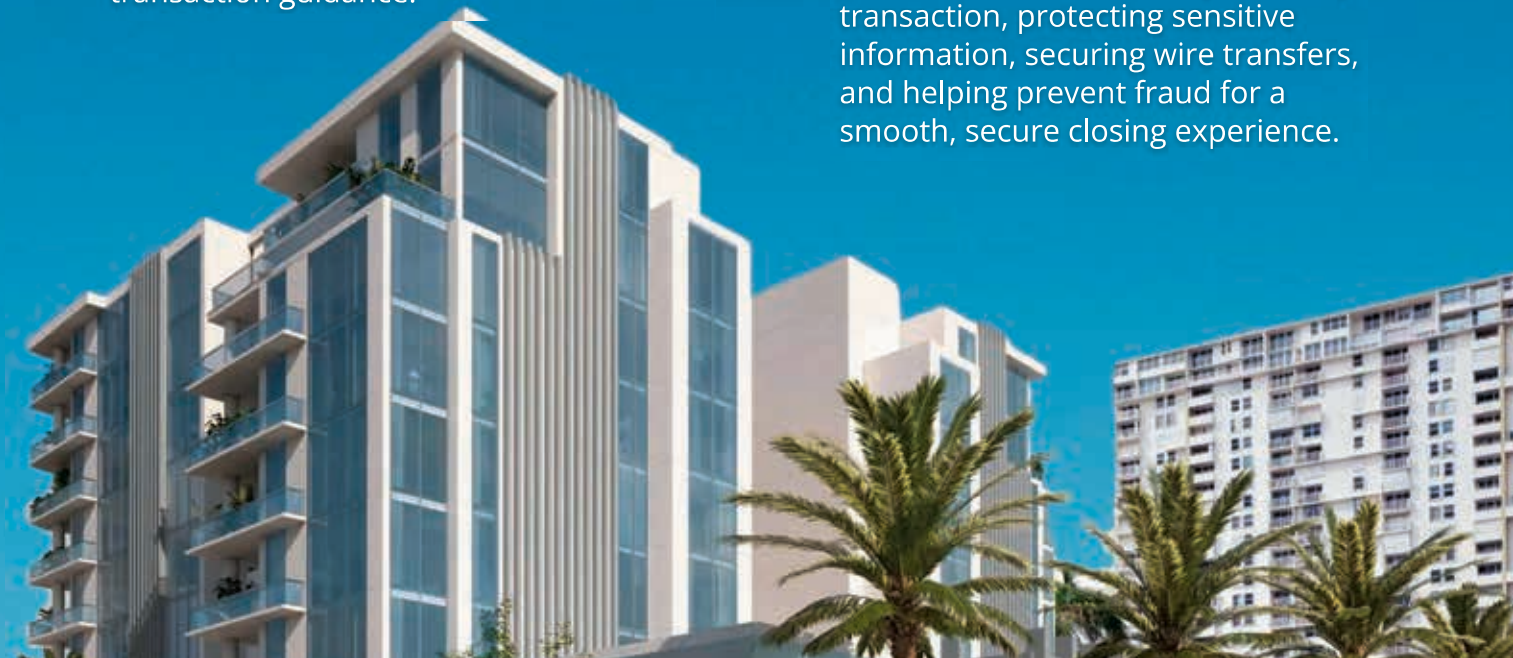
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PREPARATION. PRESENCE. BELIEF.

The Three Ingredients That Make Anything Possible

BY MICHAEL DILL

Preparation. Presence. Belief.
You combine those three, and you can accomplish almost anything.

Let me tell you a story.

On January 24th, Alex Honnold climbed Taipei 101, one of the tallest skyscrapers in the world. No ropes. No harness. No safety net. Live on television. If he falls, he dies. Most people's first reaction is simple: "He's crazy."

But is he crazy? Or does he simply have a dream bigger than his fear? What separates someone like that from the rest of us is not insanity. It is mastery in three areas: Preparation, Presence, Belief. And those three principles apply directly to your business and your life.

Preparation: The Work No One Sees

Alex Honnold is 40 years old. He started climbing at 10. That is 30 years of repetition. Thirty years of training his body. Thirty years of building calluses, strength, coordination, endurance. He trains his fingertips. He does hundreds of reps of the same movements. But the real work is not just physical. It is mental.

He has climbed those buildings in his mind repeatedly before ever touching them. Every grip. Every shift in weight. Every move is rehearsed mentally before it becomes reality physical. That is preparation.

Let me give you a simpler example. When my son was young, he used to imitate his favorite pitcher in the house

constantly. Every day, he practiced the motion. One day, the coach unexpectedly put him on the mound. First real pitch ever in a game. He was calm. He performed. Why?

Because physically it was his first time. Mentally it was not.

The same is true for you. As a business owner:

- Do you prepare for client meetings?
- Do you rehearse tough conversations?
- Do you study your numbers?
- Do you work on your leadership skills?

Or do you just show up and hope it works?

Preparation removes panic. Preparation builds confidence. Preparation earns results.

Presence: The Secret to Performance

When you are climbing a building without ropes, you cannot afford distraction. You cannot think about yesterday. You cannot think about next week. You cannot think about what someone posted online. You must be present. Total focus. Right here, right now.

Presence is the secret ingredient most leaders lack.

You sit in a meeting, but your mind is on email. You're home with your family but thinking about tomorrow's problem. You're pitching a client, but distracted by what might go wrong.

Presence is power. When you are fully present:

- You listen better.
- You make sharper decisions.
- You lead with clarity.
- You eliminate noise.

Most people get hurt metaphorically in the last five minutes of the climb. Why? Because they relax. They assume they have it won. Their guard drops. The same happens in business. You get close to the goal and lose focus. You think it is already done. You stop paying attention.

Presence prevents that. Presence keeps you sharp until the job is complete.

Belief: The Filter That Changes Everything
Impossible.

Lowercase impossible is something I have never done. Uppercase IMPOSSIBLE is something no one has ever done.

How often do you talk yourself out of something because you have never done it? Or because no one in your circle has done it?

Belief is not blind optimism. It is confidence built on preparation.

Alex Honnold is not fearless. He admits the presence of fear. However, he uses fear as fuel. Fear sharpens him. Fear forces him into presence. Fear reminds him to respect the climb.

The difference is belief. Belief says:

- "I have done the work."
- "I have trained."
- "I am ready."
- "I can execute."

As an entrepreneur, if you have prepared, if you have done the reps, if you are focused, then belief is not arrogance. It is earned.

What Does This Mean For You?

You may not be climbing skyscrapers. But you are climbing something.

- Scaling a business
- Launching a new product

- Hiring a team
- Closing a big client
- Fixing a broken culture
- Pushing through a tough season

The formula does not change. Prepare relentlessly. Be fully present. Believe in the work you have done.

When Alex stood at the top of that building, it looked effortless. He was taking selfies. Calm. Relaxed. Why?

Because the real battle was already won long before he ever left the ground. The same can be true for you.



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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DAVIS STONER

BY JESS WELLAR • PHOTOS BY LACASATOUR

“The ‘why’ became personal when my dad was transitioning his parents into senior care, from across the country,” Davis Stoner begins. “I grew up in New Jersey and my grandparents were in Texas — I saw how overwhelming it was to get a home ready to sell.”

That experience planted a seed that would later become a career. Today, Davis is the franchise owner of HOMEstretch in Southwest Florida, a national home-preparation company built specifically to solve one of real estate’s most common pain points: getting a home market-ready ASAP, professionally, and without chaos.

Launched locally in March of 2025, HOMEstretch partners directly with REALTORS® to handle the entire pre-listing process, allowing agents and sellers to focus on strategy instead of scrambling to coordinate vendors.

Purpose-Driven Business
Raised in New Jersey and educated at St. Joseph’s University in Philadelphia, Davis graduated from business school and spent seven years in medical device sales across New Jersey and New York City. That background sharpened his skills in relationship-building, consultative selling, and problem-solving, all of which translate directly into his current role. He also built

a small portfolio of rental properties in Pennsylvania.

“When my wife and I decided to move to Florida, it felt like the right time to make a pivot into business ownership,” he explains. “I’d been working toward that goal for years, and HOMEstretch aligned perfectly with my interest in real estate and value creation.”

The emotional connection, however, came from watching his family struggle through a long-distance transition. “It took months, it was stressful, and my dad still couldn’t get everything done,” Davis recalls. “If a company like HOMEstretch

had existed back then, it would have been a few phone calls and a three-week timeline instead of months of juggling vendors and logistics.”

That personal experience now fuels his passion for helping families and agents simplify the process — especially during emotionally charged transitions like downsizing, relocation, or estate sales.

A Smarter Way to Get Homes Market-Ready
HOMEstretch operates as a single point of contact for all cosmetic pre-listing needs. From painting and flooring to home clear-outs, deep cleaning, and

HOMEstretch

One Call Does It All



light landscaping, the company manages the entire scope so homes can list faster, show better, and sell with less friction.

“Our goal is to turn our business name into a verb,” Davis smiles. “When someone says, ‘We need to HOMEstretch this home,’ that means stretching the value of the property before it hits the market.”

Rather than over-improving, the focus is on high-impact, high-ROI updates that resonate with today’s buyers: “In most cases, a fresh, neutral coat of paint, updated flooring, and a deep clean can completely change how a home feels,” he notes. “Buyers walk in and feel confidence — and that matters.”

As a national franchise founded in 2019, HOMEstretch has refined its process across markets, and the Southwest Florida territory covers everything from Fort Myers to Marco Island. Davis is actively preparing to scale with the addition of a business development representative as demand continues to grow.

A REALTOR’S® First Call

From day one, HOMEstretch was designed with agents in mind.

“HOMEstretch was built specifically for Realtors,” Davis emphasizes. “We’re another tool in your toolbox to help you win listings and get homes sold faster.”

By acting as a single coordinator, the company

eliminates the need for agents or sellers to manage multiple vendors, invoices, and schedules.

That efficiency is especially valuable in today’s shifting market. With more inventory and increasingly selective buyers, presentation has become non-negotiable. HOMEstretch’s model allows agents to offer solutions instead of obstacles, particularly when a home feels dated or deferred maintenance threatens momentum.

“Realtors can just focus on the transaction,” he adds. “We focus on getting the home listing-ready fast, professionally, and with clear communication.”

Growth Mode

The most rewarding part of the business, for Davis, is seeing tangible results during stressful transitions.

“HOMEstretch was built specifically for Realtors.”



Davis Stoner is the franchise owner of HOMEstretch-Naples/Bonita Springs.

“Selling a home can be one of the most overwhelming experiences a family goes through,” he points out. “What’s fulfilling is seeing a home finally sell after the right updates are made.”

In Southwest Florida, that often includes inherited properties or homes owned by out-of-state sellers: “We come in, handle the updates and logistics, and help the home sell faster and for a stronger outcome than listing as-is,” he explains. “Speed and expertise make all the difference.”

“With more inventory and more options, buyers can be pickier, and homes that feel dated or have deferred maintenance often get passed over.” Davis concludes. “I expect our

business will continue to grow significantly, year over year, for the next few years.”

“Our model streamlines pre-listing projects so agents can focus on selling, not managing updates.”

In a competitive Naples market, that kind of support makes all the difference.

To learn more about how HOMEstretch can help get listings market-ready faster and with less stress, contact Davis Stoner at 239-235-6487.



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The COMMERCIAL ROADMAP ACADEMY

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CommercialRoadmapAcademy.com

James Hunter isn't just teaching a course or offering another course to purchase; he's redefining how residential real estate professionals approach a different realm of opportunity. The Commercial Roadmap Academy is a systematically designed online program that helps residential REALTORS® understand, evaluate, underwrite and pursue commercial real estate (CRE) deals with confidence, clarity, and a practical playbook. It is a course that teaches the pros, cons, risk and reward, and how to mitigate liability. His vision came as he saw a large gap from residential to commercial and how residential agents did not really understand all the liabilities associated with commercial over residential deals.

What sets The Commercial Roadmap Academy apart is its

emphasis on actionable, business-building skills tailored to today's CRE market. The program starts with a solid foundation—demystifying commercial terminology, market drivers, and financing mechanisms—so agents move from “I think this could work” to “Here's the plan, here are the numbers, here are the next steps.” It then builds toward hands-on capability: how to identify opportunities, qualify leads, perform quick but reliable CRE analyses, and structure transactions that work for both buyers and sellers, and being able to have better discussions around commercial real estate.

For residential Realtors, the bridge to CRE isn't about abandoning what they know; it's about understanding how to layer in commercial real estate that expands service offerings and revenue potential. The Academy teaches a knowledge to agents to understand different property type fundamentals (office, retail, multi-family, industrial, and mixed-use), zoning and entitlements basics, cap rates and yield calculations, and risk management considerations. Importantly, the program emphasizes the practical realities of CRE negotiations, client communication, how to underwrite deals, liability and deal timelines—areas where residential agents often encounter friction

or confusion when venturing into commercial deals.

Beyond technical know-how, The Commercial Roadmap Academy centers on mindset and positioning. Learners discover how to position themselves as trusted CRE advisors to their residential clients, expanding opportunities without losing core relationships. The program also covers client acquisition strategies and referral networks, helping agents transition from occasional CRE inquiries to a

reliable stream of deals. The online course consists of 11 Modules, 41 video lessons, recorded underwriting of all asset classes, a test at the end of each module, a tool box, and vault of forms, stats, updates, and a final test at the end. You must test 70% or better on all tests or you can not go to the next module. Once purchased, there will be a live Q&A later on that will be set up for an hour for all members and you are in a community of all others so we can help one another learn together and do deals.

James Hunter brings a practitioner's perspective to the classroom. With deep experience and 18 years of commercial lending prior to real estate, he translates complex CRE concepts into approachable, replicable steps. His philosophy centers on clarity, efficiency, and ethical deal-making, ensuring agents can deliver value to clients while building sustainable business growth.

SCAN THE QR CODE
BELOW FOR MORE!



James Hunter is an accomplished real estate professional, ex-banking executive, educator focused on helping residential Realtors expand into commercial real estate. Through The Commercial Roadmap Academy, he offers a practical, results-driven framework designed to demystify CRE and equip agents with the tools, templates, and mindset to identify, analyze, and close or have the knowledge to talk to people and refer commercial opportunities. James is passionate about ethical practice, clear communication, and building lasting client relationships.

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“The biggest shift we’ve seen is that home inspections are no longer just about identifying issues — they’re about communicating clarity and supporting better decisions,” Andrea Pina points out.

“Today’s buyers and sellers are more informed than ever, and they expect inspections to be easy to understand, visually clear, and delivered quickly. That has pushed our profession to evolve from technical reporting into a more consultative, client-experience-driven role.”

That new reality sits at the heart of the Pina Team with Pillar To Post Home Inspectors, a fast-growing, family-owned inspection business serving Southwest Florida from Port Charlotte to Marco Island. Led by Andrea and her husband, Jesus Pina, the company blends cutting-edge technology with a deeply personal approach built on long-term relationships with both clients and REALTORS®.

A Strong Foundation

Andrea and Jesus’s story starts long before Pillar To Post entered the picture. High school sweethearts who met in Royal Palm Beach more than a decade ago, the couple relocated to Naples in 2020 after Jesus pursued a business partnership involving a gas station and express car wash operation.

“Jesus has always been someone who builds things with intention,” Andrea explains. “When we decided to transition into home inspections, it wasn’t about starting a company — it was about creating something sustainable that aligned with our values and our future as a family.”

Jesus, originally from Venezuela, spent nearly a decade working as a certified mechanic in express car washes and partnering in gas station operations. That background sharpened his eye for systems, safety, and mechanical integrity — skills that now translate directly into leading inspections and training a growing team of certified, bilingual inspectors.

Andrea’s professional path brought a different, but equally powerful, foundation. Born in Colombia and raised in Royal Palm Beach, she earned a Bachelor’s Degree in Business Marketing from Florida Atlantic University and spent more than a decade in banking, including four years as a relationship banking officer at a wealth management bank.

“My time in banking taught me that trust, consistency, and communication are everything,” Andrea says. “That mindset shapes how we show up for Realtors and clients every single day.”



**“We didn’t just
build a business.
We built the
foundation of
a legacy.”**

Jesus and Andrea Pina lead the Pina Team at Pillar To Post Home Inspectors.

An Elevated Experience

While Andrea serves as the voice and marketing director of the business, Jesus anchors with inspection execution, bringing years of hands-on experience, business savvy, and precision to the field. Together, they’ve built a company that treats inspections not as a checkbox in a transaction, but as a pivotal moment where confidence is built through clarity.

As part of the national Pillar To Post franchise founded in 1994, the Pina Team delivers comprehensive residential and small commercial inspections, but their execution is anything but ordinary.

“Our reporting is designed to remove confusion,” Andrea explains. “Every inspection includes interactive visuals, estimated repair costs, floor plans, and a digital home manual so clients can actually understand what they’re buying.”

Each inspection is delivered within one to two hours through a seamless, tech-forward experience that includes 360-degree tours, concierge services, and same-day digital reports. The goal is simple: eliminate friction and empower better conversations.

“At the heart of what we do is people,” Andrea adds. “We walk hand-in-hand with our clients from scheduling to closing so no one feels overwhelmed or unsure.”

That people-first approach extends internally as well. Jesus leads inspector training with an emphasis on certification, professionalism, and treating each property with care and respect. With a team of four — two inspectors, a marketing specialist, and an office booking expert — the company is already preparing to hire additional inspectors and marketing support as demand continues to rise.

REALTOR®-Centered Business Model

The Pina Team is intentional about one thing above all else: protecting Realtor relationships. That consistency has earned the Pina Team a five-star rating on Google and their Pillar To Post business page, along with strong word-of-mouth growth across Southwest Florida.

“When Realtors refer a client to us, they’re trusting us with their reputation,” Andrea says. “We take that responsibility seriously and show up as a true extension of their brand.”

Online booking, fast turnaround times, and a full menu of services — including sewer scopes, wind mitigation and 4-point inspections, mold and air quality testing, water quality testing, pool and spa inspections, radon testing, and WDO inspections — allow agents to streamline transactions without juggling multiple vendors.

“Our role isn’t to slow deals down or create unnecessary alarm,” Andrea emphasizes. “It’s to bring clarity and confidence into the process so everyone can move forward informed.”

Growing Family and What’s Ahead

As Andrea and Jesus prepare to welcome their first child this June, a baby boy named Atlas, the meaning behind their work has deepened.

“We didn’t just build a business,” Andrea reflects. “We built the foundation of a legacy.”

Outside of work, the couple prioritizes time at the beach, quiet evenings at home, and travel — a shared passion that has taken them around the world, with Madeira, Portugal, holding a special place in their hearts.



Giving back is equally important. Through Pillar To Post’s Pillar of Hope initiative, the Pina Team donates to breast cancer awareness with every inspection and was recognized in 2025 by their franchise for their contributions to the cause.

Looking ahead, the Pinas see continued growth fueled by rising expectations and a return to balance in the Florida market.

“As transactions become more complex, inspectors who prioritize communication, professionalism, and consistency will matter more than ever,” Andrea concludes. “We’re excited for what’s ahead and committed to growing the right way — with integrity, clarity, and relationships at the center.”

To schedule an inspection or learn more about working with the Pina Team, visit www.pinateam.pillartopost.com, or give them a call at 239-427-4888.



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Shawna Smilgius

PRECISION
AND DRIVE
UNLEASHED

BY JESS WELLAR
(PHOTOS BY LACASATOUR)



“I tell my children all the time, even now, ‘If you put your name on it, it should be your absolute best. It’s a reflection of you to shine,’” Shawna Smilgius shares. “That truth is beneficial to my clients because they tell me I always go above and beyond.”

That mindset isn’t something Shawna conveniently turns on when she walks into a listing appointment; it’s how she lives. After nearly three decades immersed in every corner of the real estate world, Shawna stepped into 2025 as a full-time sales agent with RE/MAX Alliance Group on Marco Island — and it’s safe to say she didn’t ease into it quietly.

No Stranger to the Business
Shawna was born and raised in Chicago and entered real estate in 1996, initially working for a developer before being recruited to a condo conversion project where she quickly became the number one sales agent on a team of four. From there, she moved through nearly every operational lane the industry offers: a mortgage brokerage, a title company as a contract closer, and eventually property management.

But the pivot that shaped her leadership most was purchasing and running Pace Realty Group, Inc., where she served as managing broker for 20 years. She oversaw more than 300 units, two associations, and a staff of 10 — all while continuing to sell residential homes and apartment buildings. Sales, however, was never her sole focus.

Then came a season that required precision, discipline, and plenty of gumption.

“One of the greatest challenges I faced was navigating a major life and business transition,” Shawna recalls. Selling her family’s property management company, nine investment properties — including family assets — and their primary residence within six months to relocate to Florida in 2024 was no small feat.



Shawna Smilgius is with RE/MAX Alliance Group on Marco Island.

“It required careful planning, disciplined execution, and the ability to manage complex decisions under pressure,” she elaborates.

That experience sharpened her strategy and reinforced something she already believed: preparation and precision are non-negotiable.

When she joined RE/MAX Alliance Group in January 2025, she was ready to focus solely on sales. The result? Over \$21.3 million on 11 transactions in her first year, a Top Producer of the Month nod her second month at the office, and a brokerage-created “Hustle Award” recognizing her relentless work ethic.

Natural Calling

Interestingly, Shawna didn’t set out to build a 30-year real estate career. The spark came unexpectedly at an Easter dinner in 1995 when she was in her early 20s trying to figure out the direction of her life.

“You should get into real estate, you would be so good at that,” her Aunt Florence suggested.

“IT FEELS LIKE I’M
HAVING FUN AND
I ENJOY IT SO MUCH
PEOPLE HAVE TO STOP
ME FROM WORKING!”



That was it. A few weeks later, Shawna enrolled in class and, as she puts it, the rest is history.

Today, there’s a sense of joy in how she talks about her work: not in a glossy way, but in a genuinely energized one. “It feels like I’m having fun and I enjoy it so much people have to stop me from working!” she says. Open houses seven days a week? She’s in.

What she loves most isn’t just closing deals. It’s the challenge of listening carefully, diagnosing what someone truly needs, and crafting a path forward. After spending years running operations and managing assets, she now gets to channel all that experience into guiding buyers and sellers with clarity.

No Excuses, Just Standards

Ask Shawna what sets her apart and she won’t launch into her marketing strategy. She’ll talk about her exceptional drive for excellence.

“I’m determined. I don’t turn off my phone at 5 o’ clock and clock out because I know I’m on the heels of something and that is incredibly rewarding,” she offers.

Her approach is deeply customized. There’s no ‘template listing plan’ in her world. Each client receives a tailored plan backed by market analytics, thoughtful positioning, and clear communication from start to finish.

She also learned long ago, especially during her time in title and brokerage management, that loose ends cost people money and stress. She’s not only hands-on, she’s exceptionally thorough.

“Success is building a business rooted in trust, consistency, and service, where clients feel confident referring me to others because they know I deliver results with integrity, strategy, and care,” Shawna notes.

It’s that winning combination, high standards paired with warmth, that defines her brand. Excellence, to her, is simply doing what you said you would do, consistently.



“IT IS TRULY WHAT I
LOVE TO DO AND I
WAS MEANT TO DO IT.”



On the Home Front

At home, Shawna is just as intentional. She and her husband Joe have been together 28 years and married for 24. They've raised four children — Spencer (35), Samantha (34), and 19-year-old identical twins Lauren and Sophia. She jokes she's trying to convince the twins to join her on the back end of the business someday, but still "TBD."

Their home is lively and loud, thanks in part to Stella the miniature schnauzer, Jasper the goldendoodle, and two chatty cats, Noelle and Fettuccine Alfredo (who only hears his full name when he's in trouble).

Outside the office, the beach and nature trails call. Their entire family loves the Botanical Garden, observing native wildlife, as well as having an enduring fascination with collecting unique rocks. Shawna herself fishes, collects shells, studies her Bible, and reads plenty of motivational and self-development books while focused on constant growth.

"I am a big fan of streamlining things and believe in working smarter not harder," she states. "I enjoy learning new things. I'm always trying to grow as a human and be better at what I do."

After relocating to Southwest Florida, Shawna quickly found a church she loves, Christ Community Naples, where she serves regularly and attends Monday night Bible study. Service extends beyond Sunday too; each year, the entire family volunteers for Residents' Beach cleanup.

And while many may talk about retirement as a distant goal, Shawna doesn't hesitate. For her, real estate isn't a chapter. It's the lane she was built to run, and she's clearly just getting started.

"No way, I'll never retire," she says with conviction. "I only wish I had started as a REALTOR® 30 years ago! It is truly what I love to do and I was meant to do it."

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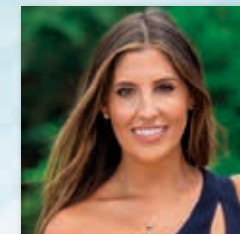
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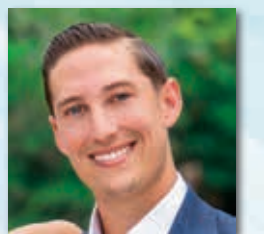


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MICHAEL *Dorobanti*

No Shortcuts to Success

BY JESS WELLAR
PHOTOS BY MICHELLE REED



M“My motivation comes from remembering where I started and the challenges I’ve overcome,” Michael Dorobanti begins. “Witnessing the fall of communism and the struggle for independence taught me that nothing in life is guaranteed — you have to work for it and take control of your own destiny.”

For Michael, his real estate career didn’t begin with opportunity, it began with perspective shaped in a country on the brink of revolution. Today, as a longtime top producer with Compass Real Estate in Olde Naples, Michael has built a remarkable 32-year career that spans both New York City and Southwest Florida, closing more than \$70 million in sales last year alone.

FORGED IN FREEDOM

Michael grew up in Romania during one of the most turbulent periods in modern European history. On December 21, 1989, the Romanian Revolution began,

bringing an end to more than 40 years of communist dictatorship and placing the country on a path toward freedom and recovery.

Just months later, while on his way to take his final diploma exam, Michael found himself in the middle of violent protests in Bucharest — an experience that would change the course of his life forever.

“I saw blood in the streets,” Michael remembers. “From that day on, I vowed that I would never again live under the control of another person or allow anyone else to dictate the course of my life.”

After graduating from the University of Construction in Bucharest in 1990, earning a degree in construction engineering, along with a Master’s Degree in Civil Engineering, Michael made the bold decision to leave everything familiar behind and move

to the United States alone in pursuit of opportunity and freedom.

The rigorous academic training sharpened his analytical thinking and problem-solving abilities, skills that would later become the foundation of his business success.

“The early years in the U.S. were challenging,” he admits.

With his civil engineering background, Michael began working in New York City for a construction company, building and renovating high-end properties. It was during this time that he quickly recognized an opportunity that would ultimately shape his future.

Recognizing that real estate offered a unique path to combine his construction expertise with his entrepreneurial drive, Michael transitioned into the industry. His background in engineering and construction quickly set him apart. He



“
“My motivation comes from remembering where I *started* and the challenges I’ve *overcome*.
”

understood buildings not just from a sales perspective, but from the ground up: how they were designed, built, and how true value is created in a property.

Over time, Michael built a reputation for delivering results, advising clients with precision, and identifying opportunities others often overlook. His ability to evaluate construction quality, renovation potential, and long-term value became a major advantage for buyers and sellers alike.

“I started working with Realtors and I have always been a natural sales person,” he explains. “Once I earned my real estate license in 1994, I poured all my energy into creating my own business.”

GAINED THE HARD WAY

Michael launched his real estate career in New York City in 1994 and immediately committed himself fully to the profession. But the transition wasn’t effortless.

“It was a natural fit with my personality, but the amount of work I had to put in the first two years was incredible,” he affirms. “Of course, I knew construction, but selling the package is a lot more difficult.”

Still, persistence became his greatest advantage. Without a mentor or safety net, Michael relied on relentless effort to refine his craft. That determination ultimately paid off.

“I learned from my mistakes and made it the hard way,” Michael shares. “And I’m proud to say I’ve batted a thousand since I began; any listing I’ve ever had, I’ve managed to sell.”

After nearly a decade building his business in NYC, Michael and his wife made the decision to relocate to Naples in 2002 to raise their family in a more relaxed environment. The move offered a better quality of life, but it also meant rebuilding his network in a new market. True to form, Michael approached the challenge the same way he had approached every obstacle before: with persistence. Over time, his reputation followed suit.



Michael Dorobanti is with Compass in Olde Naples.

PRECISION AND PERSPECTIVE

What distinguishes Michael’s business approach today is a combination of technical expertise and personal accountability. He prides himself on being disciplined, noticing the details, and treating clients’ goals as if they were his own.

Moreover, years spent studying structural systems and construction mechanics have trained him to analyze properties from a different vantage point than many agents.

“My background in engineering and problem-solving allows me to think strategically, anticipate challenges, and deliver creative solutions that others might overlook,” he offers.

Equally important is his commitment to personal service: “I always pick up my phone and clients get me directly,” he points out. “I don’t have an assistant or a teammate.”

“I keep my clients engaged and updated on the market by staying in touch as well,” he continues. “The average seller in Naples sells every seven to 10 years, so I need to remind them I’m here for them.”

That hands-on approach allows him to stay deeply connected to each client’s experience, something he believes is essential in a competitive market like Naples. “I don’t take a lot of listings either,” Michael adds. “I am selective with my sellers and want them to enjoy the process thoroughly.”

By focusing on quality over quantity, Michael has built a referral-driven business sustained by long-term relationships and repeat clients.

FAMILY AND FUTURE OUTLOOK

Behind Michael’s tireless work ethic stands his greatest joy and motivator: happily married to Martine since 1998, together they’ve raised two accomplished children who reflect the same drive as their father.

Their son, Michael, graduated from the University of Florida with a degree in industrial engineering, while their daughter, Isabella, is currently pursuing a law degree.



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Even after over
30 years
of gaining
knowledge, it’s
never boring

“Family has always been the foundation behind my drive, integrity, and long-term perspective in both life and business,” Michael smiles.

When work allows, Michael and Martine soak up the SWFL lifestyle that first drew them to Naples more than two decades ago: “We enjoy playing tennis together and spending time at the beach,” Michael elaborates. “And living in Pelican Bay, it’s one of the best developments that put Naples on the map! We’re also fond of mingling at the clubhouse.”

Additionally, Michael supports local organizations including the STARability Foundation and the Golisano Children’s Museum, believing strongly in giving back to the community that has supported his career.

And despite decades of success, Michael remains motivated by the same principles that first brought him to America: independence, growth, and the constant pursuit of improvement.

“I still enjoy the business because I learn from every deal I have,” he states. “Even after over 30 years of gaining knowledge, it’s never boring — I am constantly adapting to the market, that is the key.”

And the ethos guiding his work remains as clear today as it was when he started. “Freedom is nothing else but a chance to be better,” he concludes with his favorite quote. “It’s a constant reminder to keep striving, improving, and pushing forward.”



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