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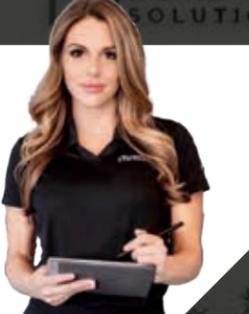
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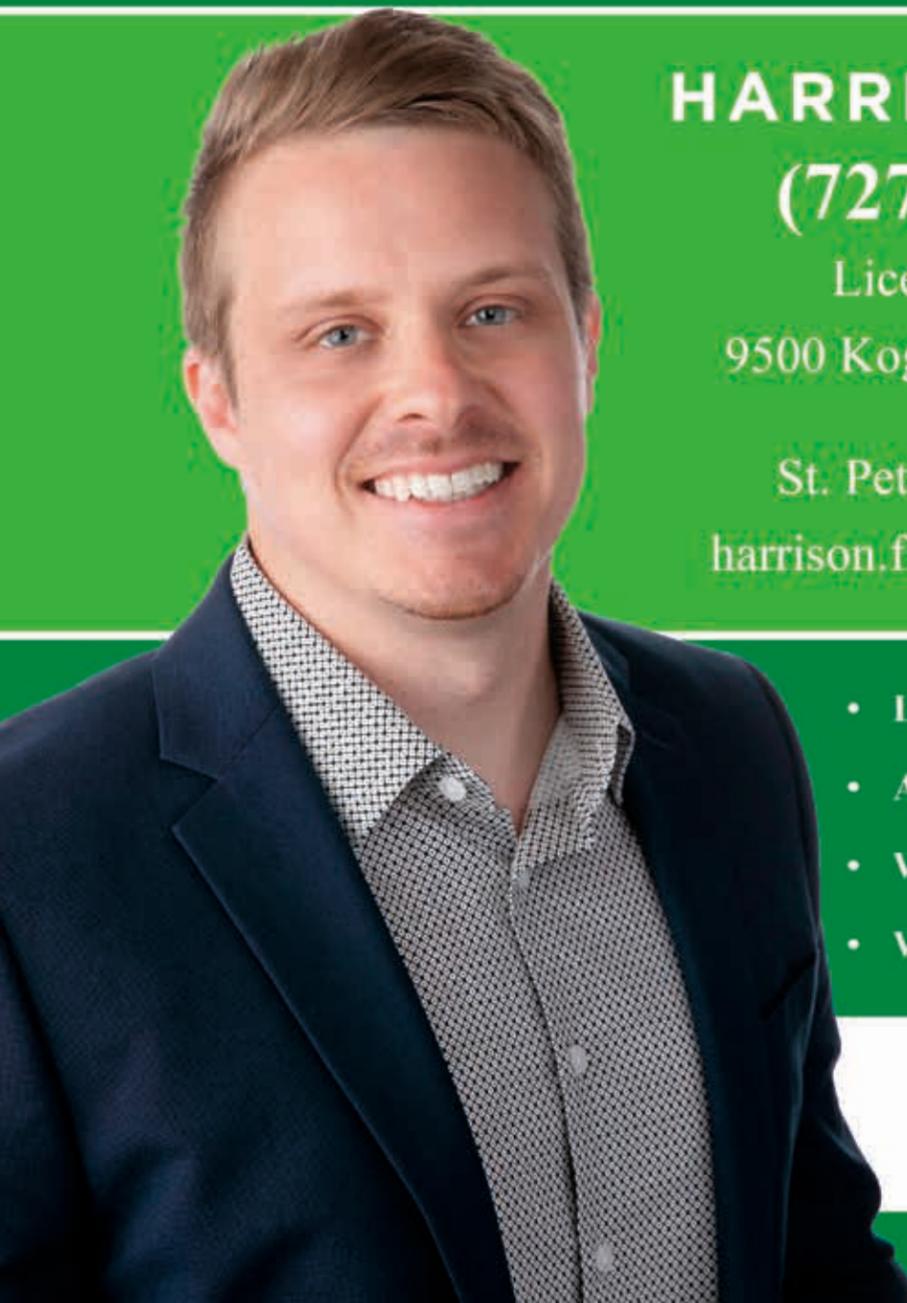
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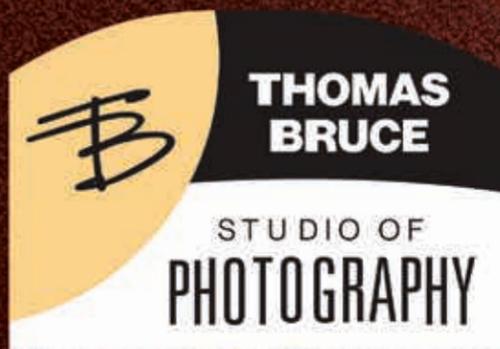


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Ali St Cyr

AT TOMLIN ST CYR REAL ESTATE SERVICES

Discovered Her Happiness in Real Estate

WRITTEN BY ELIZABETH MCCABE

“ARE YOU HAPPY?”

A simple question, really, but one that reshaped the entire course of Ali St Cyr’s life.

At the time, she was working in insurance, grateful to have a job in a shaky market after graduating during the economic downturn. The people were kind. The benefits steady. But that question—posed by her then-boyfriend, now husband—hit a nerve.

“It dug a little deeper than I thought,” Ali recalls. “I realized I wasn’t actually happy. I was just... getting by.”

Her boyfriend saw her potential and nudged her toward real estate. “You’d be great at it,” he encouraged. “You love people. You’re a natural.”

Her response? “That’s a stupid idea. I can’t work on commission!”

Two weeks later, her entire department was laid off. It was the nudge from the universe that she needed.

“I was young, had just moved in with Jeff, and thankfully a good saver,” she laughs. “I thought—what do I have to lose?”

Ali dove headfirst into real estate, and eleven years later, she’s not just thriving—she’s built an empire. As the owner of Tomlin St Cyr Real Estate Services and Gulf Shores Realty in Venice, Ali leads with integrity, authenticity, and a collaborative spirit that sets her brokerage apart.

Betting on Herself

Ali started like many agents do—on her own, scrappy and ambitious. A mentor early on suggested she work by referral and tap into her sphere of influence. At first, she didn’t listen.

“I thought I knew better,” she admits with a grin. “But after a few uncomfortable client meetings, I realized I needed a strategy. I circled back, listened, and focused on establishing myself as an expert within my network.”

It paid off.

Within three years, Ali had built the foundation to start her own brokerage in 2016 with her partners/parents Holly and John Tomlin, who always dreamed of helping one of their children start a business. She envisioned something different—a place where agents didn’t





Ali St Cyr and her team, Rosalie & Mollie

compete but collaborated. Where ideas were shared freely. Where success wasn't a solo act, but a team effort.

"We believe in pouring into each other," she explains. "We're each other's cheerleaders. We operate with an abundance mindset—there's plenty to go around. When we share our best ideas, we all rise."

Today, Tomlin St Cyr Real Estate Services is coming up on its 10-year anniversary, with four offices along the Gulf Coast of Florida and over 150 agents. It's a brokerage built on community, camaraderie, and a crystal-clear mission.

Still in the Trenches

Despite her leadership role, Ali still sells homes and leads by example. Alongside a "small but mighty" team of three consisting of Mollie Starnes and Rosalie Gonzales, she closes \$35 to \$40 million in volume annually—all while managing operations, mentoring agents, and parenting two young boys.

"I share my successes *and* my failures with my agents. I'll say, 'Don't do this—I tried it, and it backfired.' That transparency builds trust."

Her core business philosophy? The *Go-Giver* mindset. Inspired by a book her mother gave her in 2008 (reluctantly read at first, she laughs), the *Go-Giver* philosophy has become a compass for how she leads, mentors, and grows her business.

"It's all about leading with value, not compensation," she explains. "Sometimes you give value with no return, and that's okay. But often, it circles back in ways you never expected. That's the power of authenticity and generosity."

The Secrets to Success

Ali believes that authenticity isn't just a virtue—it's a requirement. "If you're not being authentic, you're lying. And people will find you out."

She trains her team to lead with honesty and transparency. "We don't make decisions *for* our clients. We give them

the tools and insight to make the biggest decisions of their lives."

Discipline is another hallmark of her success. "Real estate is all about consistency. Having a system. Setting micro-goals. Knowing what your day should look like. That's how you win."

“

That's the key to success. Don't try to fit a person into a role; fit the role to the person so their true strengths become the power of the team."

You also have to build a team that shares the same values, but excels in your areas of weakness. "That's the key to success," says Ali. "Don't try to fit a person into a role; fit the role to the person so their true strengths become the power of the team. When you hire someone for that area of strength, you then need to trust them to be the expert in their area of responsibility and give them autonomy and freedom to own it!"

Home Life & Pineapples

At the heart of her world is family. She and her husband Jeff—who works for Dell Technologies—have two lively boys, J.R. (6) and Grant (3), who she affectionately calls her "wild animals." Her evenings are sacred: at home by 5:30 p.m., sweats on, makeup off, and ready for mom mode.

"I've learned how to be insanely efficient," she says with a laugh. "I don't waste time. I don't have time to waste!"

She recently picked up tennis and discovered a new competitive outlet.



Ali with her husband and 2 boys



Ali with her Father John Tomlin on the day of Tomlin St Cyr's Grand Opening



Ali Volunteering with Feeding Tampa Bay



Ali and her mother, Holly Tomlin

"It's my escape. Just me, the court, and the drive to win."

And yes, she's also the proud founder of Pineapple Mortgage, Pineapple Title, and Pineapple Insurance. The name isn't random. When a local bank where her mother once worked dissolved, her dad retrieved a painting of a pineapple her mom had made that once hung in the boardroom. When Ali opened her own company, that pineapple found a new home on the office wall—a symbol of hospitality, family, and legacy.

The Future is Bright

What's next for Ali and her powerhouse brokerage?

"Controlling the Gulf Coast of Florida real estate market," she says, half-joking. But with her drive, it's hardly out of reach.

They're already one of the largest independent brokerages in the area, and with a foundation built on values, vision, and very real results, the sky's the limit.

"I've built a business on a book," she reflects. "But really, I've built it on people—amazing people who share the same values. That's what makes all the difference. I surround myself with people who inspire me and we have created a culture built with people we are proud to learn from every day."

And as for that simple question that started it all?

It wasn't just a turning point. It was the moment Ali St Cyr stopped settling—and started soaring.

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“When you love what you do, it never feels like work.” For Cynthia Kaszirer at Smith & Associates, those aren’t just words; they’re the heartbeat of her real estate success.

While most agents are networking on social media or sending email blasts, Cynthia often joins clients for dinner or for lunch. She even hosts the occasional brunch just to connect people. A natural matchmaker and connector, she understands that business grows when relationships grow.

And grow it has. Cynthia only got her real estate license five years ago, but she’s quickly become a force to be reckoned with. Last June alone, she closed \$18 million in sales, including a \$9.5 million contract and a lightning-fast \$10 million listing in Boca Grande that went from MLS to closing in just 20

hours. “It was a great June,” she adds with a smile. “A fun June.”

From Moscow to Million-Dollar Listings

Cynthia’s story isn’t your typical real estate tale. She’s lived—and moved—all over the world: Washington D.C., Miami, Tampa, London, Belgium, Russia. She spent 21 years in Moscow, where she worked in city government during the democratic transition of the ‘80s, launched the first McDonald’s in Russia, and ran a global advertising agency with major clients like Anheuser-Busch and Barclays Bank. Let’s just say she knows how to adapt.

That chameleon-like skillset has proven invaluable in real estate. “My agency tells me I’m a chameleon. I listen for the little cues, even the ones clients don’t realize they’re giving,” she explains.





“Sometimes people don’t know what they want until you show them. That’s the fun part.”

A People Business, Not a Paper Business

Cynthia got into real estate thinking it would be transactional. She quickly discovered it was anything but. “It has very little to do with contracts and everything to do with people,” she says. And while she admits paperwork isn’t her favorite part (“I partnered with the best people for that!”), her strength lies in intuition, empathy, and instinct.

Her first year in the business, she sold 18 homes. Not because she was hunting for leads, but because she genuinely cared about helping people find the right fit. “You don’t sell a house. You solve a problem. You make a match,” she explains. “Sometimes, you just need to find them the right closet—and suddenly, it’s their dream home.”

Cynthia doubled her business every year for the first three years. What’s her

secret? “People.” She genuinely likes being around people and investing in them. “When you like your clients—and 99% of the time, I do—it just clicks. It becomes fun, not work.” She has developed so many friendships through real estate, which speaks volumes of her level of client satisfaction.



She also loves Smith & Associates, which is her broker of choice. They helped her sell her house and she was sold after that point. To work for them is an honor.

Still Going Strong

Even when she’s “off,” Cynthia’s still on. She loves working, thrives on

“When you like your clients—and 99% of the time, I do—it just clicks. It becomes fun, not work.”

movement, and isn’t slowing down anytime soon. Her three grown children live all over the world—one in Bali, one a lawyer, and one a rising VP at Fisher Investments. She has five grandchildren, two dogs, and a deep well of stories from a life fully lived.

One of her biggest inspirations is Mary Esther Parker, a 90-something legend in real estate at Smith & Associates who’s still driving her Range Rover and closing million-dollar deals. “She’s sold \$8 million this year already,” says Cynthia. “She’s my idol.”



All About the Match

To Cynthia, real estate isn’t about square footage, granite countertops, or open-concept kitchens. It’s about connection. “If you’re not talking about relationships with clients, you’re not talking about real estate,” she says. “My job is to solve a problem, create a match, and help people find the home that fits their life—even if they don’t know what that looks like yet.”

With her global perspective, tireless energy, and heart-first approach, Cynthia Kasziner isn’t just one to watch—she’s one redefining what it means to truly *serve* in real estate.



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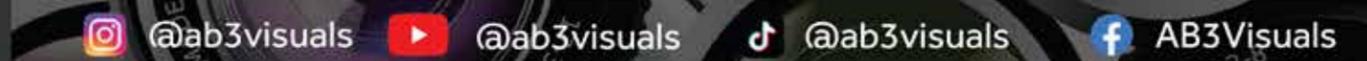
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From Balance Sheets to Blueprints

SHERRY WOLFE'S No-Nonsense Path to Top Producer

WRITTEN BY ELIZABETH MCCABE

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“HARD WORK GETS YOU TO WHERE YOU WANT TO BE.”

Sherry Wolfe doesn't say that lightly, and she certainly didn't inherit it. She lived it.

Raised in the Tampa Bay area since she was 6, Sherry has known this market almost her entire life. She earned her real estate license at just 20 years old, bought her first home the same year, and jumped into an industry that looked very different at the time. Little did she know that buying her first home would light a fire that never went out.

Although she stepped away from sales to pursue a corporate career, real estate never left her orbit. Armed

with an accounting degree, Sherry worked her way up to Director of Cost Accounting for a large promotional products company in Largo with over \$200 million in annual revenue. In that role, she managed a team of cost accountants and industrial engineers, focusing on time studies, cost analysis, and operational efficiency — experience that would later become a defining advantage in real estate.

But while she built her accounting career, she was also quietly building her private real estate portfolio. “My love of real estate was always very strong,” she says. Over more than two

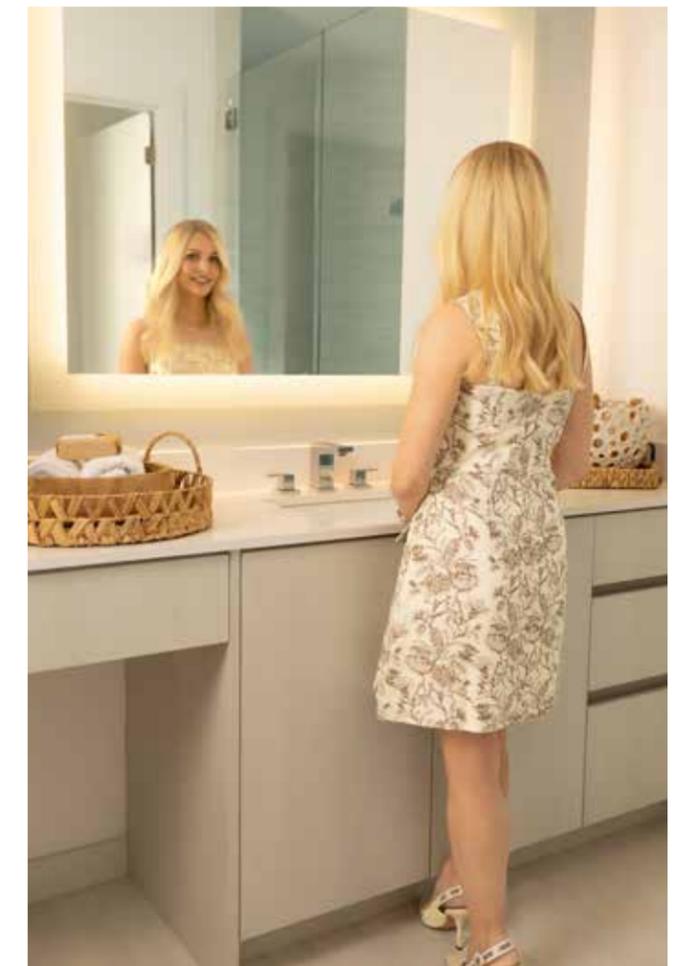
decades, she owned multiple rental properties, completed renovations, and flipped investment homes. “I took classes at Home Depot and figured it out,” she recalls. Failure was never an option.

That grit remains unmistakable today.

After marrying her husband Adam, in 2012 and welcoming her second daughter, Sherry briefly stepped back from the relentless pace she had maintained for years. When her daughter turned five, however, she made a decisive move, returning to real estate fully committed and without hesitation.

She joined Premier Sotheby's International Realty with a clear objective. “I wanted to go all in on the luxury side of real estate,” she explains. Eight years later, her success speaks for itself. She attacked her profession with the same tenacity and vigor as that ambitious 20-year-old. “My heart and soul are in real estate. It's never left me,” Sherry says. “I wake up thinking about real estate. I go to bed thinking about real estate. Real estate is my true calling.”

Her favorite niche? Working with builders and new construction. From ground-up projects to final execution, Sherry thrives in the details. “Being involved in every



“There’s a lot of emotion involved in these decisions. Clients look to me for guidance, protection, and advocacy & I take that responsibility seriously.”

phase of a project excites me,” she says. It’s where her precision, experience and passion converge.

In a market that shifts constantly, Sherry believes adaptability is essential. “Every year the market pivots,” she notes. “You have to stay open-minded, move quickly and evolve.”

Having grown up in St. Petersburg and living in South Tampa for the past 14 years, Sherry offers buyers a rare advantage: a deep, lived-in knowledge of the entire Tampa Bay area. “When clients need clarity on location, I can really point out the personality and nuances of each



neighborhood,” she says. “That matters.”

She works with both buyers and sellers and appreciates the dynamics of each, but relationships remain the core of her business. “By the end of working with a buyer, we often become lifelong

friends,” she says. “There’s a lot of emotion involved in these decisions. Clients look to me for guidance, protection, and advocacy and I take that responsibility seriously.”

Her accounting background gives her an edge few agents possess. “In corporate accounting, I treated company dollars like they were my own,” she explains. “I bring that same mindset to real estate. I have mastered the art of negotiation and my clients benefit. After all, this is their largest asset.”

Sherry’s success is grounded in real-world experience starting with early homeownership, long-term real estate investing, managing her own rental properties, renovations, and now high-level luxury sales. “All of that knowledge is directly applicable,” she says. “I understand how buyers think when they walk into a home, and I know how to guide sellers toward maximum value.”

Outside of real estate, family remains her anchor. Her youngest daughter, now 11, is an avid swimmer and passionate pianist. “Doing any-

thing with my children brings me tremendous joy,” Sherry says. Swim meets, piano recitals, and active involvement in Tampa Bay’s vibrant community fill her calendar when she’s not working.

Looking ahead, Sherry has no intention of slowing down.

“Real estate requires sacrifice with late nights, constant prospecting, and always building relationships,” she says. “But when you genuinely invest in people, it compounds. That’s when referrals happen. That’s when real growth begins.”

“The market, of course, has changed dramatically since my early years, as has the technology surrounding it. But at its core, real estate remains the same. Buying or selling a home is one of the most important transactions in a person’s life, and I take my role in that with great pride.”

For Sherry Wolfe, success isn’t hype. It’s earned, one relationship at a time.

And yes, hard work really does get you where you want to be.



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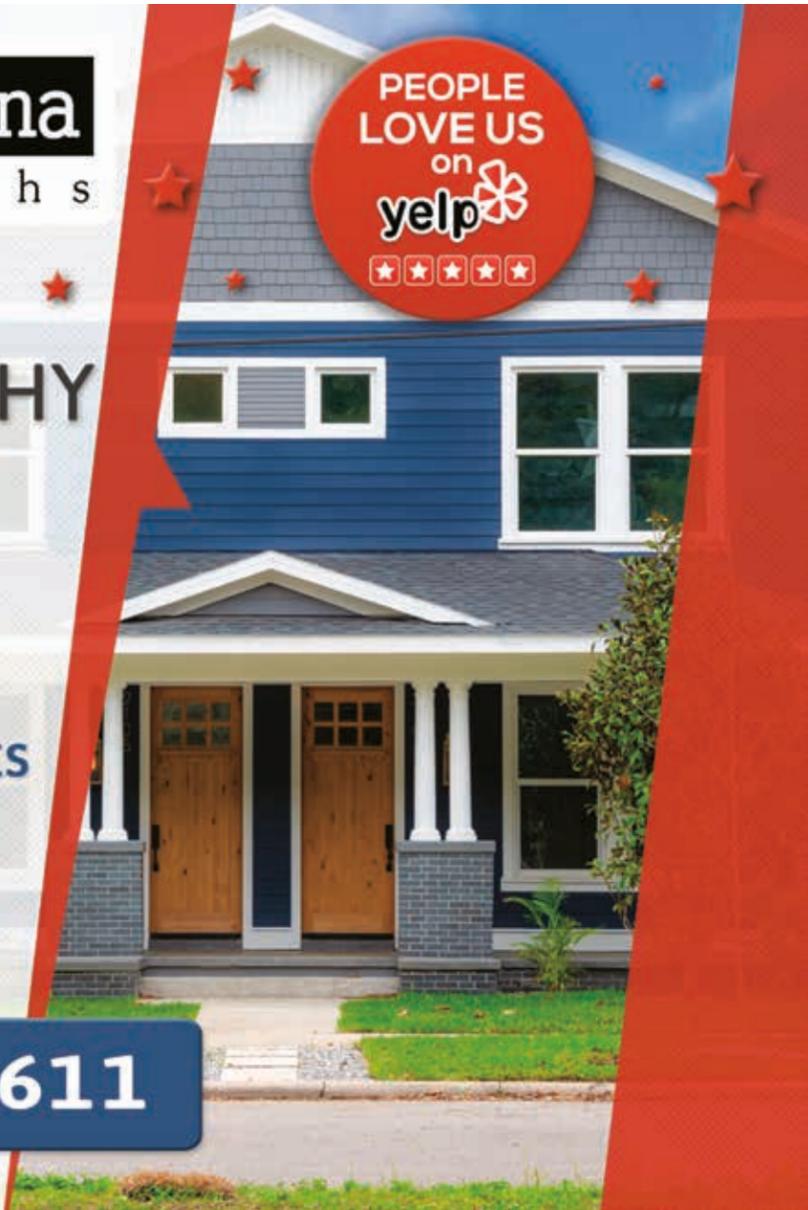
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WRITTEN BY
ELIZABETH
MCCABE



Let's face the facts. HVAC systems tap out. Appliances give up. Plumbing has a mind of its own. That's where First American Home Warranty steps in—taking stress off homeowners and turning uncertainty into confidence.

Meet Dominic Rock, Area Manager in Tampa Bay with First American Home Warranty. Seven months into the role after taking over the territory in July, Dominic brings nearly two decades of sales experience and a relationship-first mindset to an industry that often suffers from misunderstanding.



For Dominic, this role is a natural fit. His focus is education. He's on the ground, connecting with as many real estate agents as possible, learning their businesses, and showing them how a home warranty can add tangible value to every transaction. Not fluff. Not filler. Real protection that matters when it counts.

Why Home Warranties Matter

“Buying a home is the biggest purchase that someone is going to make in their lifetime. Why not protect yourself with a warranty?” asks Dominic.

That's why First American Home Warranty covers the systems and appliances that take the most abuse—washer and dryer, refrigerator, plumbing, and HVAC systems—and offers add-ons for pools, septic systems, and even limited roof coverage.

Coverage runs for a full year, with the option to renew based on the plan that best fits the homeowner. First American

offers three tiers: basic coverage, the Eagle Premier plan, and the most comprehensive option, the Maximum Plan.

And here's where First American breaks the mold: there's no age bias. Whether a home is 15 years old or well over 20 years, First American doesn't shy away from covering older systems and appliances—something that matters greatly in established Florida neighborhoods.

The Cost vs. The Reality

In Florida, Dominic notes that plans generally range from about \$495 to \$800 annually. Compare that to the cost of replacing an HVAC system, which can often run \$15,000 to \$19,000 out of pocket. With a home warranty, those costs shift dramatically. Under the Maximum Plan, a huge percentage of major repair or replacement costs can be covered, turning what could be a five-figure nightmare into a far more manageable expense and saving homeowners thousands.

And people do use it. Over 40 percent of customers file a claim in the first year alone. Yet nearly 90 percent of homeowners don't have a warranty, and only about 6 percent of buyers in the industry purchase one. That gap? Opportunity—for agents and homeowners alike.

White-Glove Service That Actually Means Something

One of the biggest misconceptions about home warranties is that “they don't cover much.” Dominic sees this every day, and he's clear: it's not a coverage problem—it's an education problem.

First American stands out with its customer experience. Instead of being bounced from agent to agent, customers are assigned a dedicated claim specialist who handles the process from start to finish. That consistency matters, especially when something goes wrong.

The company has been in business since 1984 and completed over 12 million home warranty plans last year alone. When people think home warranties, First American isn't just a name—it's the name.

As Dominic puts it, “We do all the heavy lifting for you.”

A Win for Agents, Too

For real estate professionals, a home warranty isn't just protection—it's leverage. Dominic recalls a deal that had stalled after nearly 90 days on the market. Once the buyer understood the value of the included home warranty, the property went under contract.

One conversation. One added layer of reassurance. Deal done.

In a competitive market, adding value isn't optional. A home warranty gives buyers confidence, helps sellers stand out, and positions agents as trusted advisors—not just transaction managers.

Beyond the Office

Originally from the Philadelphia market, Dominic has called Tampa Bay home for the past two and a half years. He's been married to his wife, Nicole, for 11 years, and together they're raising their seven-year-old son, Bakari, whose name means “noble promise” in Swahili.

A big sports family, they proudly root for the Philadelphia Eagles, enjoy good food, and keep things laid-back.

Dominic is also a published author, having written *Rediscover Your Crown*, inspired by his son. The book has performed well on Amazon, and he's already envisioning the story coming to life as an animated series.

The Bottom Line

First American Home Warranty is about real protection, real service, and real peace of mind. For homeowners, it means safeguarding their biggest asset. For agents, it's a powerful tool that adds value where it counts most.

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BUILDING WEALTH BEYOND THE TRANSACTION:

Why Top Producers Invest in Real Estate

BY CHUCK BONFIGLIO JR., 2026 PRESIDENT FLORIDA REALTORS®



Top producing Realtors® understand something fundamental about our industry: Commissions build income, but ownership builds wealth. While helping buyers and sellers navigate transactions is our profession, investing in real estate is often the strategy that transforms a successful career into long-term financial independence.

joint ventures, leveraging capital and expertise to scale more quickly. Still others invest in land, redevelopment, or mixed-use projects that align with their local market knowledge. What these strategies share is intentionality – viewing real estate not only as inventory, but as an asset class.

This mindset shift is especially critical in today's environment. Markets change. Transactions slow and surge. But well-structured investments, paired with disciplined planning, can provide stability and long-term growth regardless of short-term cycles. Top producers recognize that building wealth is about playing long games and using the tools already at our fingertips.

That is why I am especially excited about the Wealth Building Summit that will be featured as part of the 2026 Florida Realtors® Convention. This dedicated programming is designed specifically for Realtors who want to move beyond theory and into action. Attendees will hear from industry leaders, experienced investors, and financial experts who understand the Realtor perspective and can speak directly to practical strategies, risk management, and scaling opportunities.

The Florida Realtors® Convention has always been about equipping our members to lead in their businesses and communities. In 2026, we are taking that commitment further by intentionally focusing on how Realtors can build lasting wealth – for themselves, their families, and future generations.

If you are a top producer thinking about how to convert today's success into tomorrow's security, I encourage you to join us. Invest in your education, expand your perspective, and connect with peers who are already taking the next step.

Registration will open soon. Bookmark <https://www.floridarealtors.org/events/annual-convention/about>, then check it often to secure your spot and be part of a conversation that goes beyond transactions and toward true wealth building.

As Florida Realtors Chief Economist Dr. Brad O'Connor explains: "While Florida real estate may sometimes encounter short-term turbulence like we've seen in recent years, the reality is that the Sunshine State will remain a high-growth state in the long run. And as Florida's population grows, so too will its property and land values, as more and more people and businesses compete for a finite amount of space. That alone is a really good reason to be bullish with regard to Florida real estate."

As Realtors, we operate from a level of market insight that few others possess. We understand neighborhoods before they trend, recognize value others overlook, and know how financing, zoning, and development cycles truly work. That knowledge creates a unique opportunity, not just to sell real estate, but to own it.

For many high performing agents, real estate investment becomes the natural next step. Whether through single-family rentals, multifamily properties, commercial assets, or development partnerships, investing allows Realtors to diversify income streams, hedge against market fluctuations, and create predictable cash flow that extends well beyond active production years.

Importantly, wealth building through real estate is not a one-size-fits-all approach. Some agents begin by purchasing rental property each year. Others participate in syndications or



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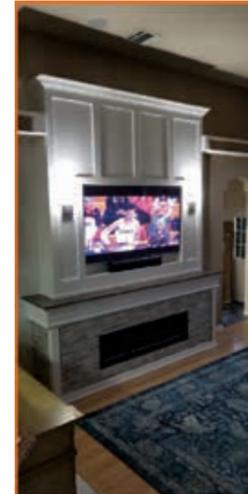
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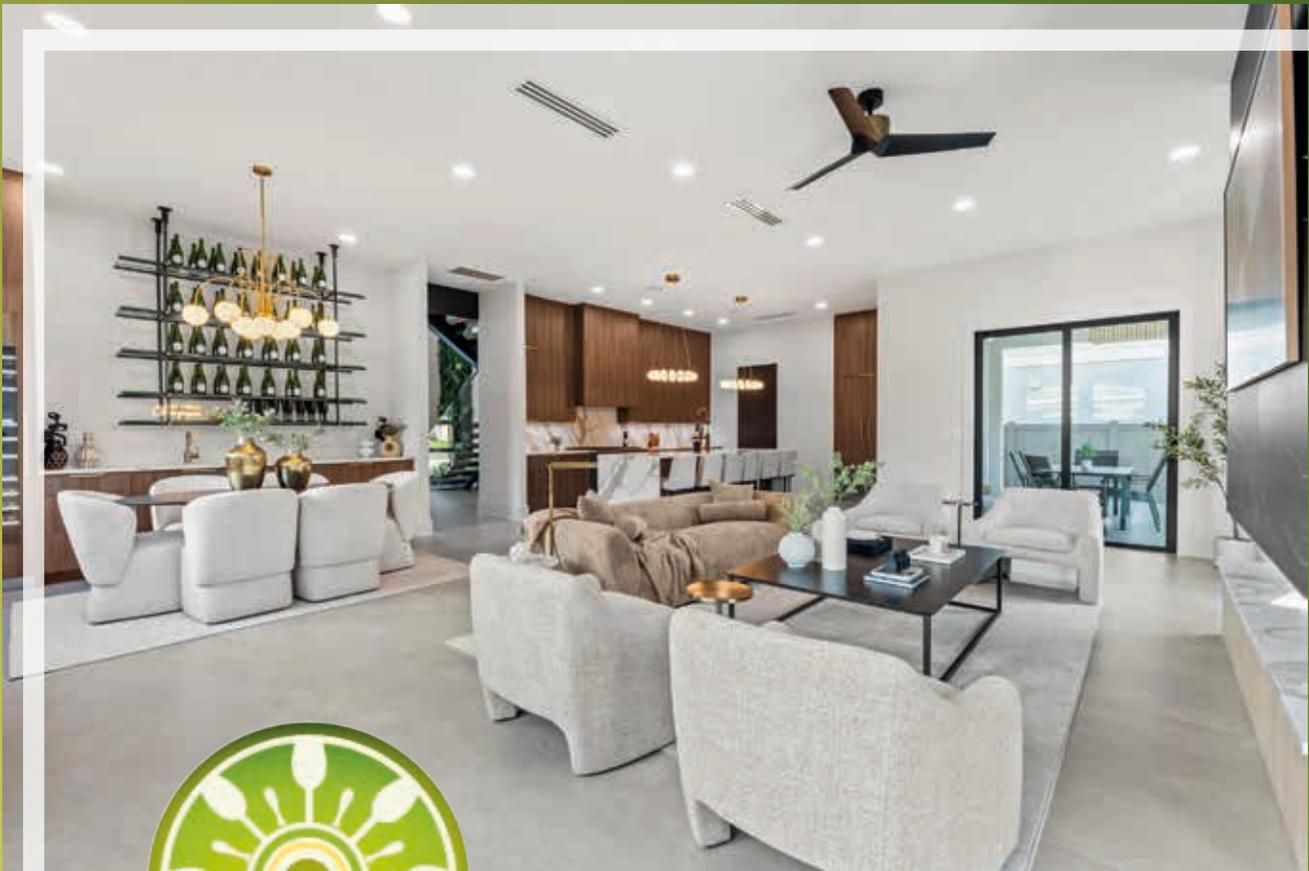


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