

FORT MYERS

AUGUST 2026

REAL PRODUCERS[®]



Featured
Agent

**FRANK
DITTSCHAR**

Partner
Spotlight

**LUANN
VIZZONE**

Coastal United Title

A full-body photograph of Scott Schilling, a man with short blonde hair, smiling. He is wearing a dark blue blazer over a light blue polo shirt and light grey trousers. He is standing in front of a large window with a view of greenery. His right hand is in his pocket, and his left hand is resting on a dark, reflective surface.

Scott
Schilling

Really Rolling
Up His Sleeves

CONNECTING. ELEVATING. INSPIRING.

Since 2018...

5,073

families helped

\$1,671,785,306

loan volume

Purchase, refi or real estate investment, we
make homeownership dreams come true!

**Your trusted
loan partner.**



Financing the world one loan at a time.

Contact me today.

Lauren Maxwell

Executive Vice President | NMLS331415
lauren@maxwellmortgageloans.com



MAXWELL
MORTGAGE TEAM

239.596.0500

MaxwellMortgageLoans.com

We've moved!

9115 Galleria Ct., 2nd Floor
Naples, FL 34109

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details.
CROSSCOUNTRY MORTGAGE, LLC NMLS3029 NMLS770104 (www.nmlsconsumeraccess.org). Sources: Internal Record Data.

26VIP_86b9c1uxc



VENTURE

TITLE SERVICES

venturetitleservices.com

Contents



PROFILES



Featured Agent
Frank Dittschar



Partner Spotlight
LuAnn Vizzone,
Coastal United Title

IN THIS ISSUE

- 8** Index of Preferred Partners
- 12** Meet The Team
- 16** Publisher's Note: Upcoming Events
- 20** Powering the Future of Real Estate Through Technology
- 24** **Featured Agent:** Frank Dittschar
- 32** **Partner Spotlight:** LuAnn Vizzone, Coastal United Title
- 38** **Cover Story:** Scott Schilling

Follow Us Online!



@FORTMYERSREALPRODUCERS

Cover photo courtesy of Michelle Reed Photography

What Serious Agents Should Evaluate Before Saying Yes to a Title Opportunity

Not every title opportunity is built on the same foundation. Deep local roots, trusted leadership, real compliance, and operational depth matter more than most agents realize.

More agents are being approached with title-related opportunities, and many sound compelling at first glance. But for serious agents, the real question is not just what is being offered. It is what kind of company they are aligning their name with, and whether that relationship will strengthen their brand over time.

1. Built on Real Local Service

The strongest title opportunities are built on a real operating company with deep local roots and a proven service history, not just a structure designed to sell ownership.

2. Attorney Leadership That Is Truly Involved

There is a meaningful difference between access to legal support and a model built with true attorney-owner oversight, accountability, and day-to-day involvement.

3. A Structure Built for Long-Term Trust

Serious agents should care how a model was built, how carefully it was structured, and whether it was designed for long-term trust, compliance, and confidence rather than quick expansion.

4. A Closing Experience That Reflects Back on the Agent

A closing is not just a final event. It is a multi-week client experience that shapes how buyers and sellers remember the transaction and the agent behind it.

5. Growth That Protects Quality and Long-Term Value

Not every model grows the same way. The strongest ones are built to protect service, trust, and long-term value as they expand.

At Florida Property Title, we believe a title relationship should do more than get a file to closing. It should strengthen client confidence, enhance the agent's brand, and be built on trusted local leadership, compliance, and real operational depth.



Joe Taylor
President & Founder

*Serving Southwest Florida with
trusted title service for over 19 years.*

239.691.3369
JTaylor@FloridaPropertyTitle.com

For select agents interested in Florida Property Title's ownership model, private review available.



Estero | Cape Coral
FloridaPropertyTitle.com



Making Waves Across **SOUTHWEST FLORIDA** AS ONE OF THE *Fastest Growing Lenders* **IN THE REGION.**

Our growth is driven by strong partnerships, consistent service, and a commitment to doing things the right way.

Discover why home buyers choose us, loan officers are joining our team, and professionals are partnering with Hartford Funding, Ltd.

Reach out and learn how we can help you succeed!

EJ GILBRIDE

Director of Business Development
NMLS #127515, Mortgage Loan Originator

631.445.9807

ej@hartfordfunding.com

www.hartfordfunding.com/ej-gilbride



HARTFORD FUNDING, LTD. (NMLS ID #58160 - <https://nmlsconsumeraccess.org>) 100 Crossways Park Drive West, Suite 302, Woodbury, New York 11797 | 833-238-2280. Hartford Funding, Ltd. is not an agent of or acting on behalf of or at the direction of HUD/FHA/VA/USDA or the Federal government. Program guidelines are subject to change without notice. Certain restrictions/limitations may apply. This is not intended as an offer to extend credit nor a commitment to lend. Refinancing an existing loan may increase total finance charges over the life of the loan. Licensed in: FL, NJ (Licensed by the New Jersey Department of Banking and Insurance), NY (Licensed Mortgage Banker- NYS Department of Financial Services).



“Our Family Protecting Your Family”

Nash Insurance
Specializes In
Helping Realtors
and Mortgage
Brokers with
Their Clients
Home & Flood
Insurance needs.



- Nash Insurance is a Third Generation Insurance Agency here in Florida.
- We are an Independent Agency that represents most companies in Florida, including a few that only write business through select agencies.
- We offer same day quote and bind.
- We shop the Insurance market for you.
- Our agents have an average of over 10 years' experience.



NIA **NASH INSURANCE
& ASSOCIATES**

Call Today and let us help
Close Your Deal!

239-333-0888 | Brandon@NashFL.com

Preferred Partners

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

ATTORNEYS

Goodwin Law, P.A.
Matt Goodwin
(239) 207-3403

**Woods, Weidenmiller,
Michetti & Rudnick, LLP**
Michael Michetti
(239) 325-4070

BOOKKEEPING

Medrano & Cail
Jennifer M. Cail
(239) 677-5888

CPA SERVICES

CCG Certified
Public Accountants
Steven Phillips
(239) 992-1973

CUSTOM HOME BUILDERS

Smart Set Builders
Jhonandy Herrera
(833) 285-3377

Tri-Town Construction
Tanda Hogg
(239) 895-2058

HEALTH INSURANCE

SMG
Joe Garcia
(239) 460-5415

HOME INSPECTION

HouseMaster
John Prete
(239) 480-8220

Joe the Home Pro
Joe Nugent
(239) 216-7892

HOME RENOVATION
Renovation Sells SWFL
George Nahra
(312) 310-0111

HVAC SERVICES

AC Pros
Todd Meady
(239) 747-6549

Rocket Cooling
Daniel Peregrin
(407) 782-8202

INSURANCE

Chapman Insurance Group
Jamin Eastman
(239) 307-0339

Nash Insurance & Associates
Brandon Nash
(239) 770-8521

State Insurance USA, LLC
Blake Chapman
(239) 989-5618

MORTGAGE LENDER

Easy Mortgage LLC
Pamela Fajardo
(239) 333-5431

Guild Mortgage Company
Mike Schwartz
(848) 218-0335

Hartford Funding Ltd
E.J. Gilbride
(631) 445-9807

Lund Financial Group
Josh Lund
(239) 478-5783

Maxwell Mortgage Team
Lauren Maxwell
(239) 596-0500

PHOTOGRAPHY/PORTRAIT
Michelle Reed Photography
(239) 404-8158

PHOTOGRAPHY/REAL ESTATE
ADM Real Estate Photography
and Videography
Earl Gardner
(239) 822-0806

LaCasaTour
Sheryl Moreno
(888) 598-8687

PROPERTY MANAGEMENT

ALL IN Property Management
Dali Mihajlovic
(630) 915-1752

REALTOR ASSOCIATION

Florida Gulf Coast Multiple
Listing Services, Inc.
Sean O'Brien
(239) 936-3537

ROOFING

SCM Roofing
Roberto Santos
(239) 233-0450

**TILE/CABINETRY/
FLOORING & DESIGN**

Design Works
(239) 441-2485

TITLE COMPANY

Coastal United Title
LuAnn Vizzone
(973) 652-7077

Diligent Management
Group LLC
Joe Taylor
(239) 691-3369

Easy Title and Escrow LLC
Elianne Onoz
(239) 628-0137

First Source Title of Florida
Valerie Downing
(239) 234-8009

LandSel Title Agency, Inc.
Kelly Craycraft
(614) 226-6751

Paradise Coast Title & Escrow
Sam J. Saad III
(239) 784-5556

Venture Title Services
Ryan Marrie
(239) 734-2400



ALL IN
Property Management, LLC.

Southwest Florida | Phone: 239-451-3066 | www.allinpmfl.com

What Sets Us apart ?

Discover the ALL IN Property Management Difference

In addition to our Core Property Management Services, we also offer:

- ↳ Complete Design, Furnishing & Staging Services byour In-House Design Team
- ↳ A Trusted Local Network of Vendors, Contractors & Preferred Partners
- ↳ Home Concierge Services - Comprehensive Visits Offered Between Guests
- ↳ Stellar Reputation, Effective Marketing Strategies & Proven Results
- ↳ Setup and Installation of Smart Home Automation Services

What You Can Expect When Partnering with us

- ↳ First Class Customer Service
- ↳ Endless Resources Under One Umbrella
- ↳ Unparalleled Attention To Detail
- ↳ Responsive, Friendly Interaction with our Team of Professionals



LEARN MORE
ABOUT OUR
PARTNERSHIP
OPTIONS

From Contact to Contract
WE'RE ALL IN



DALI MIHAJLOVIC | Owner
239-451-3066 | dali@allinpmfl.com



WW & MR WOODS • WEIDENMILLER
MICHETTI • RUDNICK

Michael Michetti • Joshua Rudnick • James "Jay" Caudill • Samuel Colburn • Brian Cordero

Big Firm Quality, Small Town Service.



A Personal Approach to Real Estate Law

Closing Attorneys Serving All of Southwest Florida,
including Naples, Bonita Springs, Fort Myers and Beyond

239.325.4070 | lawfirmnaples.com

Offices in Naples, Downtown Naples and Bonita Springs/Estero

Woods, Weidenmiller, Michetti & Rudnick, LLP a Florida Professional Limited Liability Partnership

The hiring of a lawyer is an important decision that should not be based solely on advertisements. Before you decide to hire an attorney be sure to request free written information about qualifications and experience. Rule 4-7.2(d).



At Easy Mortgage LLC, we believe real estate investing should be smooth and stress-free.

Behind every successful transaction is a team that works hard so you don't have to. From consultation to closing, we make your investment journey easy and rewarding.

Whether you're buying your first, second, or vacation home, investing in property, or building your next venture, our dedicated team will be with you every step of the way. Because your goals matter and **our focus is on you, our clients and their families.** We're not just here to process loans — we're here to solve problems, deliver real solutions, and help make the impossible possible.

We offer a full range of loan options, including:

- Residential Mortgages (FHA, VA, Conventional, USDA, Home Equity)
- Jumbo Loans • Fixed & ARM Rate Loans
- 1-Year Bank Statement Loans
- DSCR (No Income) Loans
- Blanket Mortgages
- Commercial & Construction Loans
- Lot Loans
- Down Payment Assistance

*With personalized service, competitive rates, bilingual support, and **fast closings**, we make the mortgage process smooth and stress-free.*

Eric Huard | Loan Officer

239-671-6766

Eric@EasyMTGS.com

NMLS # 2640219

"Your lender should make you look like a rockstar — not a firefighter."

— The Easy Mortgage Promise

HELPING FAMILIES ACHIEVE HOMEOWNERSHIP WITH PERSONALIZED MORTGAGE SOLUTIONS.

Fluent in English,
French, and Spanish.



(239) 671-6766

www.EasyMTGS.com
NMLS 1666459 

Easy Mortgage LLC is a licensed mortgage brokerage. All loans are subject to credit approval. Interest rates and loan programs are subject to change without notice. This is not a commitment to lend. Terms and conditions apply. Not all applicants will qualify.



Meet the Team



Andrew Regenhart
Owner/Publisher



Ellen Buchanan
Editor



Geneva Eilertson
Ad Strategist



Mercedes Mikalaitis
Event Coordinator



Jess Wellar
Writer



Michelle Reed
Photographer



Sheryl Moreno
Photographer
LaCasaTour



Samuel Saum
Videographer



DISCLAIMER: The articles and opinions expressed in this publication are those of the respective authors and do not necessarily reflect the views of The N2 Company d/b/a Real Producers ("N2"). Advertisements appearing in this publication are paid placements and are not endorsed or recommended by N2. N2 is not responsible for the statements, opinions, or business practices of any authors, contributors, or advertisers featured herein. Portions of this publication may include content created with the assistance of artificial intelligence (AI) tools by authors or contributors and may not be independently verified by N2.

FROM CONTRACT TO CLOSING, WE'VE GOT YOU.

MORE THAN CLOSINGS

Because your clients deserve the right partner



Easy Title & Escrow LLC
Elianne Onoz
Lic Title Agent & Director of Business Development
Elianne@Easytitleandescrow.com
Direct: (239) 628-0137

Turn Summer Sales into Year-Round Success.

Smart accounting solutions designed to help Realtors increase profitability, stay tax-ready, and make confident business decisions.

Why Work With Us?

Female Owned and Operated
Always On-Call & Always On-Time
White-Glove Bookkeeping Support
Nosotros Hablamos Español

Scan to *Easily*
Schedule Your
Free Discovery
Call and Get
Personalized Advice



239.677.5888
medranoandcail.com

Follow Us  



M&C Medrano & Cail







WHY USE MULTIPLE COMPANIES WHEN WE CAN DO IT ALL?

OUR SERVICES

- ✓ Listing Photos & Videos
- ✓ Matterport & Zillow 3D Virtual Tours
- ✓ Headshots & Branding Photographs
- ✓ Branding & Social Media Videos

'Veteran-Owned Business'

BOOK NOW

admpphotoandvideo.com | (239) 839-5971



Your image is our focus!



Real Estate Photography & Videography





SCM ROOFING is a GAF MasterElite Roofing Contractor

By focusing on roofing we are able to offer a competitive price, exceptional customer service and outstanding quality!

- Free consultations
- Our GAF lifetime roof system includes a 25 year workmanship warranty.
- Locally owned and operated with 30+ years of combined experience.
- Veterans, Active Duty Military, First Responders and Teachers Discounts.

855-SCM-ROOF
scmroofingfl.com

Licensed Florida Contractor #CCC1331132

“SCM Roofing was amazing and much faster than the others I called..” -**Wesley Chapel Homeowner**

“Professional. Quick & Easy. Would definitely use again.” -**Tampa Homeowner**

“Very Professional. Knowledgeable guys and zero trash was left behind!” -**Tampa Homeowner**



You work weekends. Sam works weekends.

Real estate doesn't follow a 9-5. Deals move nights, weekends, and whenever your clients need answers. That is why Sam Saad is there—24/7/365—by call, text, or email.

Because responsiveness isn't optional.
It's how agents win.

**LAW OFFICE OF
SAM J. SAAD III**

REAL ESTATE | BUSINESS | LITIGATION



Paradise Coast
Title & Escrow
Quick. Accurate. Closings.

Call or text Sam directly at **239-784-5556** or visit SaadLegal.com or ParadiseCoastTitle.com
Proudly serving Naples, Marco Island, Bonita Springs, Estero, Fort Myers and Cape Coral



BY ANDREW
REGENHARD

Dear Real Producers and
Valued Partners,

I always look forward to August.

There's something about this time
of year that feels like everyone
is getting back into rhythm.
Vacations are wrapping up,
schedules are filling back up, and
our Real Producers community
starts coming together again.

That's why I'm especially excited
for what's ahead this month.

On **August 13th**, we'll be
gathering at the beautiful
Gulfshore Playhouse in Naples.
If you haven't been there yet,
you're in for something special.
Then, on **August 27th**, we'll head
to the incredible **Sidney & Berne
Davis Art Center** in Fort Myers,

another venue that perfectly
reflects the caliber of the people
who make up this community.

If you haven't RSVP'd yet,
consider this your reminder!

One of my favorite parts of
Real Producers is seeing the
connections that happen
beyond these pages. I've
watched introductions turn
into partnerships, referrals,
friendships, and lasting business
relationships. Thank you to
everyone who helps make this
possible through your support,
partnership, and commitment to
one another.

I can't wait to catch up with so
many of you this month. If you
see me at either event, don't
hesitate to come say hello. I

always enjoy putting faces to
names and hearing what's new in
your business and your life.

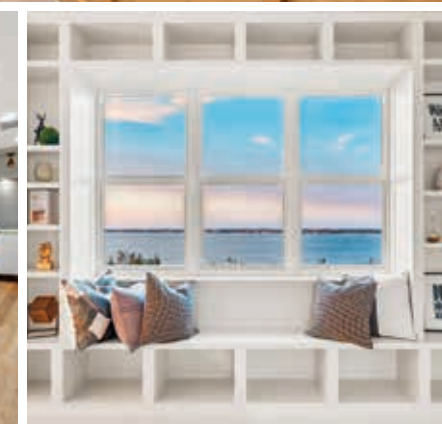
See you soon!

Very respectfully yours,



Andrew Regenhart
Owner/Publisher
Fort Myers Real Producers
239-290-0692
andrew.regenhard@n2co.com
www.swflrp.com

SMART SET BUILDERS.
WE'RE WITH YOU EVERY STEP OF THE WAY



SMART SET REAL ESTATE BROKERS

Our in-house team of licensed real estate brokers finds and acquires
properties on your behalf, to suit your investment priorities.

SMART SET REMODELING

Our highly skilled Remodeling Experts know how to renovate
existing investment properties for lucrative sale or rental to benefit
owners like you.



833-285-3377
smartsetbuilders.com

Luxury Homes Deserve Elite Protection



REALTORS® your clients expect the best—so do we. At State Insurance USA, we specialize in seamless, high-value home coverage designed for SWFL's most prestigious properties.

- ✓ TAILORED POLICIES FOR LUXURY HOMES
- ✓ EXPEDITED QUOTES FOR SMOOTH CLOSINGS
- ✓ UNPARALLELED SERVICE FROM A TRUSTED TEAM
- ✓ PERSONAL & COMMERCIAL



ELEVATE YOUR CLIENT EXPERIENCE WITH INSURANCE THAT MEETS THEIR EXPECTATIONS

BLAKE CHAPMAN
stateinsuranceusa.com
(239) 567-9992

KEEP YOUR LISTINGS HOT YOUR BUYERS COOL



Scan Now to Book an Appointment!

ROCKET COOLING DELIVERS COMFORT



- ✓ Local, Family Owned
- ✓ Trusted Service Technicians
- ✓ We Arrive In Hours Not Days

ROCKET COOLING
239.694.4849

FirstSource Title | FLORIDA

WE PUT YOU FIRST, IT'S IN OUR TITLE.

- ✓ Specialists in large, complex commercial transactions, including **multi-state and multi-property deals** across the U.S.
- ✓ Best Practices compliant with **enhanced regulatory, IT, and cybersecurity standards** that meet and exceed lender and underwriter expectations.
- ✓ **Over 150 years** of combined team experience across paralegals and production management.
- ✓ In-house **legal counsel** providing support for underwriting, complex title issues, and transaction guidance.
- ✓ **Dedicated settlement department** handling closing coordination, funds management, and post-closing matters.
- ✓ **Advanced technology** including e-recording, secure online banking, centralized wire room, and robust wire fraud prevention.
- ✓ National title services with **direct licensing in 16 states**, serving leading law firms, developers, banks, equity firms, and lenders nationwide.
- ✓ **Partnering with Closinglock** to provide enhanced security for every transaction, protecting sensitive information, securing wire transfers, and helping prevent fraud for a smooth, secure closing experience.



FIRSTSOURCETITLEFL.COM

1020 8TH AVENUE, UNIT 4, NAPLES, FL 34102
OFFICE: 239-291-9381



Powering the Future of Real Estate THROUGH Technology

When most real estate professionals think about their MLS, they think about listing input, searches, and compliance. But today's MLS is much more than a database; it's a technology partner designed to help agents market listings, generate leads, analyze markets, and provide exceptional value to clients.

At Florida Gulf Coast MLS, members have access to a growing suite of integrated tools designed to support every stage of the real estate transaction and beyond. Behind those tools is a team committed to helping members succeed, with every MLS staff member earning the Certified MLS Expert (CMLX) designation. That commitment is reflected in our 2025 initial confidential member feedback survey, with Florida Gulf Coast MLS earning an 82% customer service satisfaction.

Data That Helps You Stand Out

FGCMLS Members benefit from **Remine Pro**, which leads the way with powerful property research, market intelligence, and prospecting capabilities that help members uncover opportunities, identify potential clients, and make more informed business decisions. Members also get access to **RealReports**, which brings together property records, permits, environmental factors, and neighborhood data into a single, easy-to-understand report.

Powerful Marketing Tools

Creating professional marketing materials doesn't have to be time-consuming. Members have access to **AdBuilder**, a marketing platform that creates social media posts and streamlines ad campaigns. **Property Panorama** further enhances listing marketing by transforming MLS listings into engaging virtual presentations, video content, and branded property websites that can be shared across multiple channels.

Helping Clients Make Informed Decisions

Property ownership in Southwest Florida comes with unique questions and concerns. **MyFloodStatus** gives agents and consumers access to flood-related information that can help support conversations around risk, insurance, and property ownership. As market conditions continue to evolve, providing reliable property information has become increasingly important. Tools like these help members become trusted advisors throughout the transaction process.

Efficiency Through Integration

In addition to consumer-facing tools, FGCMLS provides solutions designed to improve agent productivity. Platforms such as **NEO** aim to offer developers, agents, homebuyers and international investors a shared platform where they can meet and establish business relations in unique ways. The result is a more connected MLS experience that allows members to spend less time managing technology and more time serving clients.



Your Trusted Partner in Real Estate

Offering exclusive tools & premium services,
Florida Gulf Coast MLS is your key to success.

Powerful Tools Support Powerful Members.

As the most advanced MLS in Southwest Florida, FGCMLS partners with premium real estate technology vendors to supercharge your business. From advanced, in-depth property and ownership data, client collaboration, and the latest lead generation platforms, to personalized marketing, brokerage management tools, AI property analysis and much more. Our Members have access to the latest innovations in real estate technology, such as:



Remine PRO

Empowering real estate professionals with advanced predictive & proprietary analytics

- ✓ Buy and Sell Scores
- ✓ Property Contact Information
- ✓ Targeted Marketing Solutions



Realtor.com+

Enhances the connection between real estate professionals and consumers

- ✓ Transparent & Interactive Search
- ✓ Powerful Lead Generation
- ✓ Automated Conversion Tools



MyFloodStatus

Premier provider of structure based Flood Zone Determination Reports nationwide.

- ✓ Highly-Detailed Mapping
- ✓ Easy Online Ordering
- ✓ Certified Floodplain Managers



RealReports™

RealReports™

AI-powered property reporting platform that providing data on properties across the country.

- ✓ Detailed Property Insights
- ✓ AI Document Analysis
- ✓ Aiden AI Deep Search

Focused on the Future in Southwest Florida

Harness the power of the FGCMLS to unlock greater value, efficiency, and confidence with access to the most accurate, up-to-date listings. The FGCMLS empowers smarter decisions with comprehensive data and market transparency.

FGCMLS Provides Members with Unparalleled Value

- Leverage the latest in MLS technology.
- Extensive, unmatched support and training.
- Access to the most advanced and comprehensive set of real estate tools.

Scan To Learn More!



TAX LAWS ARE COMPLICATED

There is no such thing as a simple tax return.
You don't have to be a tax expert, **THAT'S OUR JOB!**

(239) 345-2190
ccgcpas.com

1016 Collier Center Way, Suite 205
Naples, FL 34110
info@ccgcpas.com



CCG
Certified Public Accountants

Home Inspections. Done Right. Guaranteed.

INSPIRING CONFIDENCE IN EVERY HOME BUYER

- Comprehensive Same Day Reporting
- Termite, Radon, Mold, 4 Pt, Wind Mitigation
- Phones Answered Evenings & Weekends
- Only Company With A 1 Year Limited Guarantee



JOHN PRETE

RECEIVE \$25 OFF WITH MENTION OF THIS AD



CHECK OUT OUR
5 STAR REVIEWS
ONLINE

HouseMaster®

PHONE: 239-430-8220
WWW.NAPLES.HOUSEMASTER.COM

AC PROS

A COOL LISTING SELLS FASTER



AC PROS ENSURES YOUR LISTINGS FEEL AS GOOD AS THEY LOOK.

With 43+ years of experience in Southwest Florida, we keep homes move-in ready with expert AC repairs, maintenance, and replacements—so your buyers feel comfortable from the moment they walk in.

(239) 747-6549 • acprosnow.com

Because no one falls in love with a home that feels like a sauna

Frank Dittschar

BY JESS WELLAR
PHOTOS BY LACASATOUR

STARTING OVER STRONG



E By the time Frank Dittschar entered real estate in Southwest Florida in 2020, he had already built an accomplished career most people would find impossible to walk away from. A licensed attorney in Germany with a doctorate in law from the University of Cologne, Frank spent years advising companies on major investments and complex intellectual property and real estate matters before deciding his next chapter would look very different.

Last year, the Fort Myers agent with John R. Wood Properties | Christie's International Real Estate closed nearly \$10 million while continuing to scale a business fueled largely by referrals, relationships, and a reputation for treating people right.

Crossing The Ocean

Born in Düsseldorf, Germany, Frank originally envisioned a long-term future in law and spent more than two decades building a successful legal career at several high-profile firms, including Germany's leading law firm for real estate and construction law.

At the same time, though, he quietly developed a growing fascination with the real estate industry itself — not just the legal side of transactions, but the human aspect as well. And after years of practicing law, working long hours, and missing valuable time with his loved ones, Frank began reassessing what success actually looked like moving forward.



Precision And Patience

Ironically, Frank entered the business during one of the most chaotic periods the market had ever experienced. When international borders shut down during the pandemic a month after he became licensed, the international customer base many expected him to rely on initially disappeared almost overnight. Instead of retreating into a narrow niche, he was forced to quickly expand his skillset and build relationships across a much broader network throughout Southwest Florida.

“It was a good thing for me because my plan was never to just be the German speaking Realtor,” Frank says. “I always wanted to work with people from everywhere.”

At the same time, Frank credits his former brokerage, Premiere Plus Realty, for helping him gain confidence early through a supportive mentorship environment during those unpredictable first years in the industry. He earned multiple Top Producer awards while averaging \$10-\$15 million a year from 2022-2024 before leaving to pursue a new chapter at his current brokerage, John R. Wood Properties.

Much of what sets Frank apart today traces directly back to the habits and discipline he developed as an attorney.

“Our family had been visiting Naples on vacation for almost a decade before we finally decided to make the move here permanently in 2019,” Frank recalls. “We loved the area and our oldest was almost a teenager — and it never gets any easier to move.”

The family’s relocation to the Sunshine State ultimately became both a lifestyle decision and a professional turning point for Frank.

“Real estate in America seemed much more attractive than in Germany,” he adds. “Americans tend to move on average every five years and in Germany, you buy your house and live in it forever.”



“
REAL ESTATE
ACTUALLY DID FEEL
LIKE A NATURAL FIT
FROM THE BEGINNING.”

From organization to negotiation and follow-through, he approaches real estate with the same level of meticulous preparation that clients would expect from a trusted legal advisor.

“Real estate actually did feel like a natural fit from the beginning,” Frank affirms. “It helped me that I was used to working on transactions and deadlines and closing dates with the attorney background I had.”

That professionalism has become one of the defining themes clients consistently mention after closing. Frank prides himself on his responsiveness and making the process feel smooth regardless of the circumstances surrounding the deal.

“Treating every person the way I would like to be treated, while being respectful, honest and fair is how I operate,” he elaborates. “I always give my best, for each and every customer, to help them achieve their personal goals as easy and stress-free as possible.”

In addition to his legal background, Frank’s international network, multilingual abilities, and competitive sports background have also helped differentiate his business in a market that attracts buyers from around the world. Fluent in German and deeply connected worldwide through both law and tennis, he brings a global perspective to transactions while remaining hands-on locally.

His attention to every last detail over the past six years has translated into glowing client feedback as well.

“I am very proud of the fact I have 70 reviews and they are all five stars on Google,” he grins. “Clients always tell me how much they enjoyed working together and appreciated the way I treated them.”



“
I AM VERY PROUD
OF THE FACT I HAVE
70 REVIEWS AND
THEY ARE ALL FIVE
STARS ON GOOGLE.”

Competition Never Leaves

Outside of real estate, Frank's competitive spirit still shows up almost everywhere. A lifelong athlete, he has played tennis since age nine and reached an impressive world ranking of No. 7 in the men's 40 singles division in 2017. Even today, much of his free time revolves around tennis, golf, soccer, fitness, and simply being active outdoors.

“I really enjoy playing tennis in Naples and Fort Myers and love that there are so many good players in our area to play with,” he adds.

At home, Frank and his wife Alexandra are preparing to celebrate nearly 20 years of marriage while raising daughters Lianne, Emily, and Annika. As a family, the Dittschars enjoy traveling together, especially cruises, while future bucket-list trips include Hawaii and finally reconnecting with Frank's former tennis coach in Australia after nearly two decades apart.

When it comes to giving back, Frank sees it as a privilege to be able to regularly donate a portion of his income to Barbara's Friends at Lee Health Foundation, supporting children with cancer and blood disorders throughout the region.

Looking down the road, Frank hopes to continue increasing his sales volume while eventually forming a team when the timing feels right. More than anything though, he remains eternally grateful for the opportunity to completely reinvent his professional life in a place he now proudly calls home.

“Moving from Germany to Florida with the whole family, while starting two businesses was challenging, but I worked hard and patiently,” Frank concludes. “It keeps me motivated to remind myself of what a privilege it is to be able to work in this fulfilling industry in a place like Southwest Florida.”

MEET MIKE SCHWARTZ



Hear from Just One of Our Partners

“Mike is a great guy who actually cares about his clients. He knows how to get the right loan for YOU! Highly recommended. He also knows about the programs in Florida that you may qualify for. He will tell you what's going to work and what will probably not work for you. Love working with him! He helps make the dream happen!”

- Grace

Guild
mortgage
OWN WHAT MATTERS

LET'S CONNECT TODAY!

Mike Schwartz

Branch Manager

CELL: **848.218.0335**

OFFICE: **239.970.6624**

mortgagemikeflorida.com

NMLS 230779

Guild Mortgage Company; Equal Housing Opportunity; Company NMLS #3274 (www.nmlsconsumeraccess.org). For more licensing information, please visit www.guildmortgage.com/licensing. Guild Mortgage is not affiliated with SWFL Real Producers or any other featured company.

LUXURY HOMES

DESERVE PREMIERE CONSTRUCTION.



**TRI-TOWN
CONSTRUCTION**

License #: CGC1512714 & CCC1329614

Remodeling
Home Building
Storm Damage Restoration



www.Tri-TownConstruction.com
239-895-2058



**LUND
FINANCIAL**
ONE SOURCE. COUNTLESS SOLUTIONS.

LENDING SINCE 2001

SEE THE VALUE? BUY IT YOURSELF

FUND YOUR OWN PROJECT/FLIP



CREATIVE CONTENT

WE LIVE & BREATHE REAL ESTATE MARKETING

THE ONLY TOUR PROVIDER IN SW FLORIDA
THAT PROMOTES AGENTS & THEIR LISTINGS

VIDEO | PHOTOS | MARKETING

REAL ESTATE SERVICES

TO GROW YOUR BUSINESS

LACASATOUR.COM | 888.598.8687

INFO@LACASATOUR.COM

- 10% DOWN AT CLOSING
- 100% RENOVATION FINANCING
- NO TAX RETURNS, INCOME VERIFICATION, BANK STATEMENTS, APPRAISAL, OR EXPERIENCE REQUIRED
- CLOSE IN YOUR LLC NAME
- SINGLE-FAMILY, TOWNHOUSE, CONDO, & 2-UNIT PROPERTIES
- 660+ CREDIT SCORE
- 12-MONTH TERM



NMLS 387408



BY JESS WELLAR
PHOTOS BY NEW
FRAME PHOTOGRAPHY

LuAnn VIZZONE

COASTAL
UNITED
TITLE

TITLE SERVICE THAT TRULY SHOWS UP

Although Coastal United Title officially opened its Southwest Florida locations just this February, the company enters the market with deep experience and established roots through its East Coast sister company, Hudson United Title. Now operating offices in Naples, Fort Myers, and Cape Coral, Coastal United is quickly gaining a reputation for responsive service, strong communication, and relationships that last beyond closing day.

“I have 17 years in the title field and my team understands Realtors need people they can truly rely on throughout the process,” LuAnn Vizzone explains. “Realtors know they can depend on us as the buffer in between; I tell my clients if I don’t get back to them in 15 minutes, something is wrong!”

Today, LuAnn serves as Sales Director while helping oversee a growing team of 10 employees focused on creating

smooth, seamless transactions for agents, buyers, and sellers throughout Southwest Florida.

Unexpected Career Shift

Originally from New Jersey, LuAnn’s career path looked very different before she ever stepped into the title world. After briefly attending design school, she followed her entrepreneurial instincts into the health club industry, opening her first gym at just 27 years old before eventually building and selling multiple locations over the next two decades.

After transitioning into real estate investing herself, she earned her real estate license and naturally became curious about the financing side of the business as well. That curiosity eventually led her into the mortgage industry during one of the most difficult periods in modern housing history.

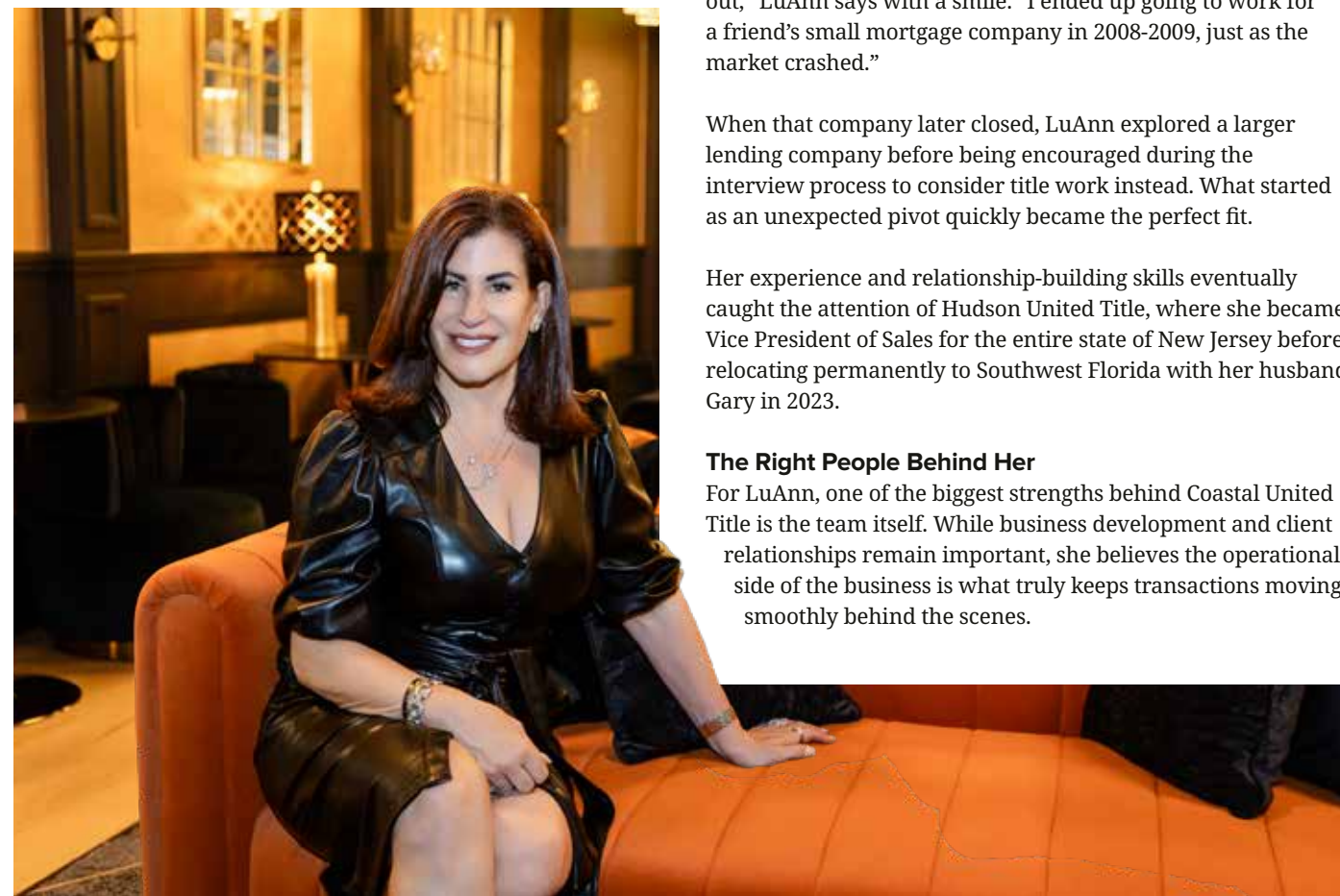
“I am the type of person who, if I don’t know something, I find out,” LuAnn says with a smile. “I ended up going to work for a friend’s small mortgage company in 2008-2009, just as the market crashed.”

When that company later closed, LuAnn explored a larger lending company before being encouraged during the interview process to consider title work instead. What started as an unexpected pivot quickly became the perfect fit.

Her experience and relationship-building skills eventually caught the attention of Hudson United Title, where she became Vice President of Sales for the entire state of New Jersey before relocating permanently to Southwest Florida with her husband Gary in 2023.

The Right People Behind Her

For LuAnn, one of the biggest strengths behind Coastal United Title is the team itself. While business development and client relationships remain important, she believes the operational side of the business is what truly keeps transactions moving smoothly behind the scenes.





“All of my employees are phenomenal, but if it wasn’t for our back office being stellar, we could be out selling all day long but it wouldn’t work,” LuAnn says with a touch of pride. “It took us a little time to find the best people, but we are very lucky to have them.”

That culture of teamwork and accessibility has become a defining part of the company’s strength. Coastal United intentionally operates with a hands-on mentality, recognizing that Realtors rarely work traditional office hours and issues do not conveniently appear during those times either.

“My business developers are available 24/7 because we know agents don’t just work 9-5,” LuAnn points out. “We’re even available nights and weekends to help solve problems.”

Mutual Partnership

Beyond smooth transactions, the company also prioritizes education and long-term relationships with the agents they serve. Coastal United regularly offers CE classes and lunch-and-learn events designed to help Realtors continue growing their businesses while staying informed on industry changes.

“Our goal is to add value and be true partners; we don’t want to take, we want to give,” LuAnn emphasizes.



That helpful perspective has helped the company establish early momentum in Southwest Florida while continuing to benefit from the larger East Coast infrastructure and support already built through its sister company.

LuAnn also understands the importance of consistency and responsiveness. Coastal United approaches every transaction with the realization that Realtors are trusting them not only with a file, but with their reputation and client relationships as well.

“Our top priority is customer service, communication and smooth, seamless transactions,” LuAnn notes.

Coastal United’s attention to service has become especially valuable in today’s ever-changing real estate landscape, where shifting markets, evolving regulations, and technology continue reshaping the transaction process. Rather than resisting those changes, LuAnn believes adaptability is one of the keys to long-term success in the industry.

“The real estate business changes all the time and is very cyclical,” she says. “As it changes we adapt to make sure we are on the cutting edge.”

Family Fun And Future Plans

Outside of title work, LuAnn enjoys spending time with Gary, her husband of 14 years, along with their grown children: Alexa, Alexandra, and Nicholas. Whether they are traveling together, hosting dinner parties, biking, or exploring Southwest Florida’s restaurant scene, family time and enjoying good food are a passion. The couple is currently considering a Mediterranean cruise to Greece later this year as their next adventure together.

LuAnn also remains heavily involved in the local real estate community. She currently serves as Event Director for the Women’s Council of Realtors, helping support Feeding Dreams, a charity that provides meals, backpacks, and school supplies to children throughout Collier County. She also previously held a leadership role with NABOR last year.

Looking ahead, LuAnn sees tremendous opportunity for continued growth throughout the Sunshine State as Coastal United expands its footprint while maintaining the service standards that are quickly helping to build its reputation.

“Our sister company has their eyes set on Southwest Florida and the rest of Florida,” LuAnn concludes with a grin. “But we don’t have to be the biggest, just the best!” ▼

To learn more about Coastal United Title or schedule an appointment, visit www.coastalunitedtitle.com or call 239-518-6370.



WHAT'S A PROMO?

A Promo is a unique promotional piece created for agents featured in the pages of Real Producers. A previously printed Real Producers article is transformed into a four- or eight-page leave-behind, laid out like the original article with limited customization.

WHY DO TOP AGENTS LOVE THEM?

A Promo is a one-of-a-kind marketing tool that highlights your personal brand and legitimizes you as an agent worth profiling. Use them to:

- Impress during listing appointments
- Send to past clients, friends, or family
- Include with holiday cards
- Attract top talent (brokers love this!)
- Farm your favorite neighborhoods



If you've been featured in Real Producers and want to make the most of your story, reach out to the publisher of this magazine for a Promo.



Envelope & Letter



Fold & Tab



CLOSE WITH CONFIDENCE

Florida's Trusted Title Insurance Company

- TITLE INSURANCE
- SETTLEMENT & CLOSING SERVICES
- MOBILE & REMOTE CLOSINGS



**COASTAL
UNITED**
TITLE SERVICES

Get Your Free Quote Today
CoastalUnitedTitle.com
239.518.6370
title@coastalunitedtitle.com

SCOTT SCHILLING

**Really
Rolling Up
His Sleeves**



“You have to give it everything you’ve got — your time, your energy, and your focus,” Scott Schilling asserts. “It takes blood, sweat, and grind every single day to build momentum and earn trust in this business. There are no shortcuts.”

BY JESS
WELLAR
PHOTOS BY
MICHELLE
REED

That mentality has become the springboard for Scott’s rapid rise in Southwest Florida real estate. Now a Luxury Real Estate Advisor with Compass in Naples, he brings a rare combination of entrepreneurial grit, construction expertise, and a deeply rooted network that continues to fuel his remarkable career.

Rinks to Rooflines

Growing up in Wisconsin, Scott watched both of his parents pour themselves into their respective professions. His father was the CEO of a Fortune 500 company while his mother ran an athletic club, lessons that would quietly lay the groundwork for everything that followed.

“I developed a strong work ethic at an early age,” Scott reflects. “Both of my parents taught me that dedication and consistency are what lead to success, and that lesson has stayed with me throughout my life.”

Athletics played a major role as well, particularly ice hockey, where Scott excelled as a child: “My dad introduced me to hockey at age two,” he recalls with

a grin. “It’s been a lifelong passion of mine.”

Ultimately, that talent earned him a scholarship to play NCAA college hockey at Lebanon Valley College in Pennsylvania, an experience that further sharpened Scott’s sense of discipline and perseverance.

After graduating LVC with a degree in business, Scott leaned into his

entrepreneurial instincts, opening and operating a hockey and lacrosse retail business in Southwest Florida for a decade. What started as a single location eventually grew into two thriving stores before shifting market conditions forced him to pivot.

“Online retailers like Amazon and HockeyMonkey eventually killed all the mom and pops,” he points out.





“

It takes blood, sweat, and grind every single day to build momentum and earn trust in this business. There are no shortcuts.”

25 agents responsible for approximately 1,500 sales annually.

“I certainly learned a lot about new construction, communication, and mortgages from that experience,” Scott elaborates.

When he officially went out on his own in 2025, the results spoke for themselves. In his first full year as a solo agent, Scott closed nearly \$51.8 million across 68 transactions, earning recognition as a Compass Top 100 Producer in the state of Florida.

Though Scott’s also quick to point out he’s not doing it all alone. Behind the scenes, he relies on a trusted support system, including an operations manager who handles compliance, and a marketing and CRM advisor who helps keep everything running smoothly.

“I run at a high speed and I haven’t found another agent that can run at that speed with me,” Scott says with a laugh. “But I have a great support staff and remain open to the possibility of a teammate if I can ever find someone to keep up with me!”

After closing his retail business, Scott leaned on relationships he had built over the years, including a close connection through his wife, Amber. Her best friend, Michelle Tucker, who had grown into a leadership role at Lennar, saw something in Scott early on and didn’t hesitate to bring him in.

“That encouragement, combined with my lifelong

interest in homes and my sales background, made the move into real estate feel like a natural fit,” he remembers.

Experience Meets Opportunity

Scott’s time with Lennar proved especially formative; he worked as an onsite sales representative for seven years before eventually stepping into a leadership role overseeing

Powerful Network

Beyond the jaw-dropping numbers, what truly sets Scott apart is the foundation beneath them: his ability to connect, communicate, and follow through at a high level, every single time.

His decade as a business owner and years in new construction have also given him more than just experience, they provided an opportunity to form plenty of solid relationships. Today, that considerable sphere of influence continues to play a major role in his success, built on years of trust, familiarity, and staying connected within the community.

“We’re also active in our church and our faith and have been around the area for a long time,” Scott points out.

Those relationships extend to how he serves his clients as well. Known for his responsiveness and ability to navigate challenges calmly, Scott approaches each transaction with a steady, solutions-driven mindset that keeps deals moving forward.

“Most clients tell me I was great from start to finish and got them through any hurdles while making everyone happy,” he affirms. “But they

also appreciate my constant communication.”

Driven by Family And Faith

Away from a booming business, Scott’s world revolves around his family. He and his wife Amber, whom he met during his freshman year of college, have been married since 2007 and have built a life together centered on faith and relationships.

“I still remember walking into the dining hall after practice, and the moment I saw her, I knew she was the one,” Scott shares. “From that point on, everything just fell into place.”

Together, they are raising four children — Olivia (17), Christian (15), Lauren (10), and Harrison (3) — along with a rowdy household that includes their dogs Stetson and Yeti, and their catimba. Home life is intentionally centered around time together, and Scott makes it clear his family is what drives him to show up and work hard every day.

“We live on the water, so a lot of our free time revolves around the Southwest Florida lifestyle,” Scott adds. “We enjoy our boat and jet ski right in the backyard.”





“

I don't believe in standing still — I believe in constant growth and outworking the competition every single day.”

including attending big college football games at Ole Miss and enjoying those special moments together as a family,” he grins.

Professionally, Scott's aiming to push past \$75 million in annual sales while continuing to raise his own standard each year.

“I don't believe in standing still — I believe in constant growth and outworking the competition every single day,” he concludes. ▾



Faith also plays a steady and intentional role in Scott's life. The Schillings attend Summit Church every Sunday and giving back is something they prioritize. Amber volunteers with a local food delivery organization and leads moms in prayer at Evangelical Christian School, while their church community continues to be a source of strength and support through every season.

Looking ahead, Scott is focused on continuing to

build a life that allows for both growth and meaningful time with his loved ones. A highlight on the horizon is a long-awaited family trip; this July, they'll be heading to Alaska for a seven-night Disney cruise out of Vancouver.

And with his oldest preparing to attend college this fall, a new season is unfolding for his family, one that Scott is especially looking forward to embracing.

“My wife and I are excited for the next chapter,



YOUR FULL-SERVICE DESTINATION FOR INSPIRED SPACES

TILE & STONE | MOSAICS | CABINETRY | COUNTERTOPS | FLOORING



FORT MYERS SHOWROOM

2461 N. Airport Rd., Fort Myers, FL 33907 | 239.441.2485

FLORIDADESIGNWORKS.COM





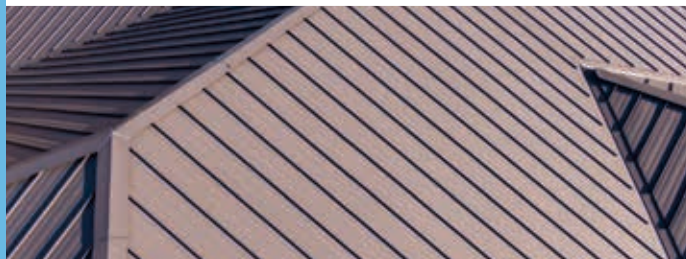
HURRICANE INSPECTION SERVICES

Protect Your Home Before or After the Storm

WHAT'S INCLUDED:

- ✓ Roof Drone Inspection
- ✓ Attic Evaluation
- ✓ Full Exterior Check

Document your home's condition for peace of mind and insurance purposes.



THE HOME PRO
HOME INSPECTIONS

→ CALL OR TEXT

239-216-7892 | joethehomepro.com

ONLY \$199



Your Health Matters.

Are You Covered with a Plan that Works for You?

Dedicated to serving our community by providing tailored solutions for REALTORS®



JOE GARCIA
239-319-3062
Jgarcia@my-smg.com
Oursmg.com



While You Sell the Dream, *Let Us Bring it to Life*

Elevate your client offerings with fast, on-budget renovations. Whether prepping for market or renovating to stay, we handle design, construction, and financing for a seamless process.

The Smart Way to Sell →

Maximize your client's returns with turnkey renovations that help homes sell for more, faster.



\$128K
Profit

AS-IS PRICE	RENO. COST	SALE PRICE
\$775K	\$46.8K	\$950K

- ✓ 3 Week Renovation
- ✓ Kitchen | Bathroom



George

Your Southwest Florida Renovation Expert

(239) 880-2992 | george@renovationsells.com





INC.
SAYS

THIS MAGAZINE IS
A FORCE FOR GOOD



The N2 Company was named to **Inc.'s Best in Business list for Social Good** — the authoritative list of companies that make a meaningful impact beyond profit.

Here's the part we're most proud of: The magazine you're reading is part of that impact.

Read how THIS magazine is part of something bigger.



GOODWIN LAW, P.A.

Real Estate • Probate • Wills & Trusts

Serving Florida with offices in Naples and Palm Beach

GET TITLE COMPANY RATES
& EXPERT GUIDANCE



Partner With Us for All
Your Client's Transactions

GLPA.LAW | (239) 207-3403 | 9955 TAMiami TRAIL N, SUITE 4, NAPLES, FL 34108

Florida's Premier Law Firm focused on Real Estate Transactions, Estate Planning, and Estate Administration.



CLIENT CHAMPION
PLATINUM / 2023



Martindale-Hubbell
PREEMINENT
Peer Rated for Highest Level
of Professional Excellence 2023

SCAN
ME!



INSURANCE THAT DOES.

HOME | FLOOD AND PRIVATE FLOOD | INVESTMENT PROPERTIES



15+
YEARS
OF SERVING SWFL



CHAPMAN
INSURANCE
GROUP

Auto-Owners
INSURANCE

LEFT TO RIGHT: BRIAN CHAPMAN, JANESSA WEILAND, CALEB CHAPMAN

Let Our Family Help "Your Families" Obtain Their Dreams



*Proudly Serving the
Real Estate Community
for Over 30 Years*

RESIDENTIAL | REFINANCE | COMMERCIAL | LAND DEVELOPMENT | AGRICULTURAL

KELLY CRAYCRAFT
OWNER/CEO
KCRAYCRAFT@LANDSEL.COM

TRACY HENRY
CAPE CORAL
VP OF MARKETING
TRACY@LANDSEL.COM
239.850.9532

MIKE BOSTROM
VICE PRESIDENT
MBOSTROM@LANDSEL.COM

CATHY MANN-SEIPLE
FORT MYERS
SWFL ACCOUNT MANAGER
CATHY@LANDSEL.COM
239.770.5251

LINA HOLLOWAY
FORT MYERS BRANCH MANAGER
LHOLLOWAY@LANDSEL.COM

AMANDA WILKINS
OPERATIONS MANAGER
AWILKINS@LANDSEL.COM
239.440.5333

CAPE CORAL • 239.205.6373 | FORT MYERS • 239.214.7009 | LANDSEL.COM