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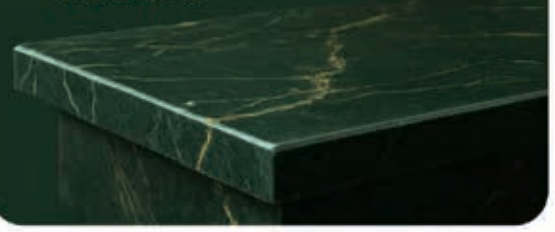
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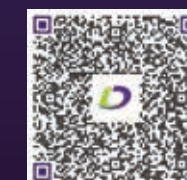


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The Better Question

The strongest businesses aren’t built by chasing leads—they’re built by creating experiences people remember.

One of the privileges of publishing *Rhode Island Real Producers* is having a front-row seat to the conversations happening throughout our industry. Whether it’s at a national conference, a local networking event, around the table at one of our Real Producers events, or simply catching up with agents and business partners over coffee, I find myself hearing many of the same questions.

- “How do I generate more leads?”
- “How do I win more listings?”
- “How do I grow my business?”

They’re good questions, and they’re certainly understandable. Every successful business depends on creating new opportunities. But over the past year, I’ve started noticing a different conversation emerge—one that seems to happen more often when I’m sitting with some of Rhode Island’s most accomplished agents.

The question isn’t, “How do I get the next client?”

It’s, “What makes people choose me again?”

At first glance, those questions sound remarkably similar. The more I think about them, though, the more I believe they’re actually asking two very different things. One is focused on acquisition. The other is focused on creating an experience.

That distinction feels especially relevant today.



Technology continues to transform our business at an incredible pace. AI can help write marketing copy, summarize market reports, automate follow-up, and save us hours each week. Those tools are becoming more accessible by the day, and I suspect they’ll only become more capable over time.

Yet none of those advances seem to answer the second question.

They don’t explain why a past client recommends one agent over another. They don’t account for the trust that’s built during a difficult negotiation, the calm voice on the other end of the phone when emotions are running high, or the confidence that comes from knowing someone genuinely understands what’s at stake.

Those moments still belong entirely to us.

As I reflect on the agents we’ve featured in these pages, it’s striking how rarely their stories revolve around a clever marketing strategy or a breakthrough lead source. Almost always, their success can be traced back to something much less flashy: relationships nurtured over time, a reputation earned one interaction at a time, and a commitment to making people feel seen, heard, and valued long after the transaction has closed.

Perhaps that’s why referrals remain the lifeblood of so many enduring businesses. They’re less a reward for great marketing than they are a reflection of memorable experiences.

Maybe that’s the conversation worth having more often.

Not simply, “How do I get more business?” but, “What kind of business am I building?” Because while listings, production, and growth are all important measures of success, they’re ultimately the result of something deeper: creating an experience people remember and genuinely want to share with others.

As you turn the pages to this month’s features, I think you’ll recognize that idea woven throughout the respective stories. It’s a reminder that while our industry continues to evolve, one competitive advantage has never gone out of style: earning the trust that keeps clients coming back—and confidently sending others your way.

With gratitude,



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The Most Overlooked Listing in Your Business

Sometimes the best way to serve a client is by making the right introduction.

WRITTEN BY BOB BAILEY - SENIOR SALES ASSOCIATE, LILA DELMAN COMPASS
PHOTOGRAPHY BY JAMIE HARRINGTON • EDITED BY STUART TITUS

Every so often, I find myself thinking about a part of our business that doesn't get nearly as much attention as lead generation, marketing, or conversion strategies: referrals.

Not the referrals we receive. The referrals we give.

Most of us spend a lot of time building systems and relationships designed to generate inbound opportunities, and for good reason. But over the years, I've come to appreciate that there can be tremendous value in being the connector rather than the one handling every transaction personally.

I'm not suggesting anyone build an entire business around referral fees. That's a very different model than the one most of us have chosen. But I do think referrals represent an opportunity that many agents overlook, especially when business gets busy and our natural instinct is to try to help every client ourselves.

I was reminded of that recently.

A longtime client called me looking to purchase a home in a Rhode Island community well outside the Newport, Jamestown, and Narragansett markets where I spend most of my time. My initial reaction was probably the same one many agents would have: "I can do this."

And technically, I could have.

But after thinking about it, I realized there was another agent who could probably do it better.

She knows the inventory, the neighborhoods, the nuances, and the players in that market in a way that only comes from being immersed in it every day. More importantly, she's someone I trust completely to take care of a client who means a great deal to me.

So I made the introduction.

The result was exactly what you'd hope for. My client found the home he was looking for and received outstanding representation throughout the process. In the course of

Each month, a leading voice from Rhode Island's top-producing real estate community offers a firsthand perspective on the issues, trends, and opportunities shaping our market.

that transaction, the agent I had referred them to also uncovered an opportunity to help him sell their property in Montana - creating yet another referral connection.

Of course, I received compensation through the referral agreement. But if I'm being honest, that's not what stuck with me afterward.

What stuck with me was the trust.

My client saw that I was willing to put his interests ahead of my desire to control the transaction. My relationship with another highly respected agent became stronger. And, as we all know, professional courtesies among top agents tend to come full circle over time.

That's what makes referrals interesting to me.

The immediate financial benefit is obvious, but the long-term value is often much greater. Every thoughtful referral strengthens your network. It creates goodwill. It reinforces your reputation as someone who puts clients first. And it gives you an opportunity to stay focused on the markets and business lines where you provide the greatest value.

As agents, we're conditioned to pursue opportunities. It's part of what makes us successful. But occasionally the best move isn't asking how to make a deal work for yourself. It's asking who is best positioned to help the client achieve the outcome they're looking for.

I've found that when you approach referrals from that perspective, they have a way of paying you back many times over—sometimes financially, but almost always through stronger relationships, deeper trust, and opportunities that wouldn't have existed otherwise.



Bob Bailey
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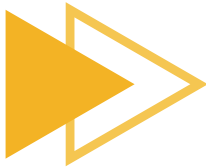
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FAQ

ALL ABOUT RHODE ISLAND REAL PRODUCERS

Q: Who receives this publication?

A: This magazine is delivered to the top 300 real estate agents in Rhode Island, ranked by sales volume. All our Preferred Partners also receive both physical and digital copies. With thousands of agents in the state, being included in this elite group is a true distinction—a testament to your hard work, talent, and dedication to excellence.

Q: Do real estate agents have to pay for the magazine or events?

A: No! Both the magazine and our events are completely free for top agents. They're fully funded by our Preferred Partners, who support and help us celebrate this exceptional community.

Q: What kind of content is featured?

A: The content is centered around you—the top producers in Rhode Island real estate. Each issue highlights inspiring

personal stories, professional milestones, and behind-the-scenes insights into the agents and Preferred Partners who lead this market.

We feature:

- Top-producing “Local Legends” in every cover story
- Rising stars in our “Agent to Watch” feature
- Spotlight Profiles on our Preferred Partner businesses

All agent features are completely merit-based. There's **no pay-to-play**—we tell authentic stories about real people making an impact. We welcome nominations and referrals, as we're always looking to celebrate outstanding professionals we may not yet know about.

Q: Who are the Preferred Partners?

A: Preferred Partners are top professionals across a variety of real estate related industries who have been **personally recommended by the top 300 agents** in Rhode Island. They appear in every issue of the magazine, participate in our events, and help make this platform possible. These businesses are trusted allies of our agent community, and together, we're building a powerful, collaborative network that promotes business growth for everyone involved.

Q: Does Real Producers host events?

A: Absolutely. In addition to the magazine, we host **private quarterly invite-only events** for our top agents and Preferred Partners. These exclusive gatherings provide opportunities to network, collaborate, share ideas, celebrate wins, and grow together as a community.

Event details are shared in the magazine, on social media, and through direct outreach—stay tuned for our inaugural event this Fall!

Q: How can I recommend a business or feature story?

A: We'd love to hear from you! Whether you want to nominate a fellow agent, highlight an unsung hero, or recommend a business that deserves recognition as a Preferred Partner, we're all ears.

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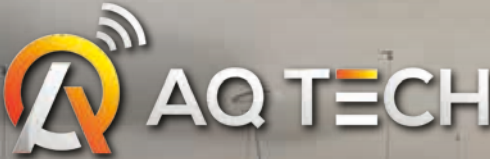
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AGENT TO WATCH

Learning *from* Legends

PHOTOGRAPHY BY JAMIE HARRINGTON
EDITED BY STUART TITUS

Alex Nunes is proving the fastest way to raise your own game is to spend time with people already playing at the highest level.



Every successful agent has mentors. The smartest ones don't wait to be invited—they intentionally put themselves in the room.

Seven years into his career, Alex Nunes could easily continue doing what has already made him successful. Instead, he's doing something that many ambitious professionals eventually discover is one of the fastest paths to growth: surrounding himself with people who are already operating at the level he hopes to reach.

When Alex joined SERHANT., he wasn't simply changing brokerages. He was changing his environment.

He wanted to study how elite agents think. How they communicate. How they market. How they solve

problems. How they build businesses that continue to grow regardless of what the market is doing.

For Alex, success leaves clues.

"I've found that surrounding myself with high-performing agents has been one of the biggest drivers of my growth," he says. "Seeing my peers succeed motivates me to continually improve, expand my knowledge, and elevate the level of service that I can provide to my clients."

It's a mindset built on curiosity instead of comfort. Rather than measuring himself against where he was last year, Alex measures himself against what's possible.

That perspective has already paid dividends.

Since joining SERHANT., Alex has generated more than \$8.4 million in closed and pending sales while continuing to establish himself throughout Newport and Rhode Island's coveted coastal communities. For someone recognized this year as a *Rhode Island Real Producers Agent to Watch*, the trajectory is unmistakably pointing upward.

Yet long before he ever stepped into luxury real estate, Alex was learning lessons that continue to shape the way he works today.

He grew up on construction sites.

His father and grandfather built Anthony A. Nunes Inc., the family's general contracting company, where Alex developed an understanding of homes from the inside out. While many agents first experience homes through showings and listing appointments, Alex learned by watching foundations poured, framing completed, and projects come together piece by piece.

“Getting a quick sale is great. Creating a **real relationship** with someone and then working together for many years is even better.”

That background gives him an advantage clients immediately recognize. As Alex explains, "I look at properties the way a builder would, not just a buyer." It's a practical perspective that allows him to identify opportunities others might overlook while helping clients better understand a home's potential before they ever make an offer.

Just as importantly, those years on job sites instilled values that continue to guide every transaction. "My dad and grandfather taught me hard work, integrity, and treating



people the right way," he says. Those lessons remain the foundation of his business today and continue to influence the relationships he builds with both clients and colleagues.

Although Alex has embraced innovative marketing strategies inspired by Ryan Serhant and one of the industry's most recognizable brands, his overall business philosophy is refreshingly straightforward: consistency wins. "I believe in going to the office every day and treating this like a regular 9-to-5 job," he says. "This business rewards people who show up every day regardless of what the market is doing."

That consistency becomes even more important when the market presents challenges. Rather than waiting for conditions to improve, Alex sees slower periods as an opportunity to sharpen his skills, increase his effort, and find creative solutions. "I become even more driven and motivated," he says. "That's when I really buckle down, get creative, and try to make a deal happen." It's an attitude that reflects someone who refuses to let the market dictate his momentum.

The same long-term thinking carries over into the way he serves his clients. While transactions are certainly important, Alex is focused

on something much bigger than the next closing. "Getting a quick sale is great," he says. "Creating a real relationship with someone and then working together for many years is even better." That commitment to authentic relationships has become one of the driving forces behind his business, generating a steady stream of referrals and repeat clients who know they have an advisor they can rely on long after the paperwork is signed.

His approach to listing presentations offers another glimpse into that philosophy. One of the most valuable lessons he's learned has been surprisingly simple: slow down. "Sometimes we over-present and get in our own way," he says. "The most important thing is listening to what the client wants and needs." Rather than trying to impress sellers with a rehearsed presentation, Alex believes the best conversations begin by asking thoughtful questions and genuinely listening to the answers.

That willingness to listen extends beyond his clients. It's also the way he approaches his own professional growth. Whether he's collaborating with colleagues, studying the habits of elite agents, or constantly refining his systems, Alex remains intentionally coachable. He understands that

talent may open doors, but sustained success comes from remaining curious enough to keep learning.

Ask him what he'd change about today's market, and his answer comes without hesitation: inventory. Like every Rhode Island agent, he'd welcome more homes to sell. Until then, he's staying proactive by uncovering off-market opportunities, leveraging his network, and helping clients navigate an increasingly competitive landscape with confidence.

For Alex, though, the biggest opportunity isn't simply finding the next transaction. It's becoming the kind of professional who earns a client's trust for life. Every relationship, every conversation, and every opportunity to learn from those around him becomes another step toward that goal.

As he continues surrounding himself with some of the very best in the business, studying not only what successful agents do but how they think, one thing becomes increasingly clear. Alex Nunes is building more than a real estate business...he's intentionally building the habits, mindset, and relationships that define lasting success.

For an agent whose trajectory continues to point upward, that commitment to continuous growth may be his greatest competitive advantage—and exactly why he's an Agent to Watch. ▀



A PASSPORT

Through Her Lens

When Molly Robinson moved from New York City to Rhode Island, she didn't know many people. So she did what came naturally—she picked up her camera.

It became her passport to a new community.

One of her earliest adventures led her to the end of a quiet road in Little Compton. There, she stumbled upon fishermen unloading the day's catch as restaurant owners carefully selected fresh seafood for that evening's menu. What began as an afternoon drive turned into hours spent talking with complete strangers, listening to stories about the coastline, the people who made their living on it, and the traditions that had shaped the community for generations. By the time the sun disappeared below the horizon, Molly had filled her camera with photographs. More importantly, she'd discovered something that continues to guide her work today.

Every person has a story worth telling.

That belief is the heartbeat of Molly Robinson Photography. Since opening her business in 2014, Molly has photographed luxury homes, thriving

businesses, nonprofit organizations, schools, corporate events, family celebrations, and many of the remarkable professionals featured in *Rhode Island Real Producers*. Every assignment is different, but her purpose rarely changes. Long before she begins looking through a viewfinder, she's looking for the person behind the occasion.

"The camera becomes a bridge," Molly says. "It gives me the opportunity to get to know someone's story and find meaningful ways to share it."

That perspective explains why people often leave a session saying they forgot they were even having their picture taken.

Molly has a way of replacing self-consciousness with conversation. She asks questions. She listens. She laughs easily. Before long, people stop worrying about where to put their hands or whether they're smiling correctly. They simply relax. That's when the most memorable photographs happen—not because they're perfectly posed, but because they feel authentic. Whether she's photographing a business owner, an executive team, a graduating senior, or a family gathered to celebrate an important milestone, her goal is

With a camera in hand and genuine curiosity leading the way, **Molly Robinson** helps people, businesses, and communities tell stories that make Rhode Island feel like home.

always the same: create images that feel as genuine as the people in them.

That ability to put people at ease isn't something she learned from photography alone.

Professionally, Molly is also a certified genetic counselor working in precision medicine for autism through the University of Alberta's PRISMA initiative. While the work itself is vastly different from photography, the foundation is remarkably familiar. Every day, she works with individuals and families whose experiences are deeply personal, taking time to understand their unique stories, appreciate their



individuality, and build relationships grounded in empathy and trust.

It's a thread that runs through every part of her life. Whether she's sitting across a table discussing genetics or standing behind a camera documenting a celebration, Molly is driven by genuine curiosity about people and the communities they call home.

That curiosity has introduced her to corners of Rhode Island she may never have discovered otherwise.

Photography has carried her inside neighborhood businesses, manufacturing shops, nonprofit organizations, schools, community festivals, waterfront restaurants, and construction sites. She's documented charity galas, company milestones, fundraising events, family celebrations, and the everyday moments that quietly define a community. As the photographer for *Rhode Island Real Producers*, she's also had the privilege of meeting many of the state's most accomplished real estate professionals and Preferred Partners, learning not only what they do, but why they do it.



Again and again, she finds herself inspired by people who care deeply about their work and the impact they're making on those around them.

"Behind every business is a person with a story worth telling," she says.

Perhaps that's why Molly's photographs feel less like portraits and more like introductions. They reveal the warmth behind a smile, the pride someone has in building a business, or the quiet confidence that comes from years of serving a community well. Those are the qualities that help a real estate agent earn trust, a business strengthen its brand, or an organization inspire



support. They're also the moments that often go unseen until someone takes the time to notice them.

Community has always been at the center of Molly's life, both professionally and personally.

Growing up in Brooklyn, neighbors naturally became part of one another's daily routines. Conversations happened on sidewalks, friendships formed organically, and people looked out for one another in simple but meaningful ways. After moving to Rhode Island, Molly was surprised to find neighborhoods where people living only a few doors apart barely knew each other. Her instinct was immediate.

She organized a block party.

It's exactly the kind of thing you'd expect from someone who genuinely enjoys bringing people together. Whether she's volunteering with local organizations, supporting nonprofits, photographing a YMCA gala, capturing a company's annual celebration, or documenting a family's happiest moments, Molly sees every opportunity as another chance to strengthen relationships and celebrate community.

That philosophy shapes the advice she offers to anyone building a business in Rhode Island, especially those entering

the real estate profession. Become genuinely invested in the communities you hope to serve. Learn the stories behind the neighborhoods. Support local businesses. Volunteer. Attend community events. Be curious. The relationships you build today become the foundation of trust tomorrow.

It's a philosophy she lives every day.

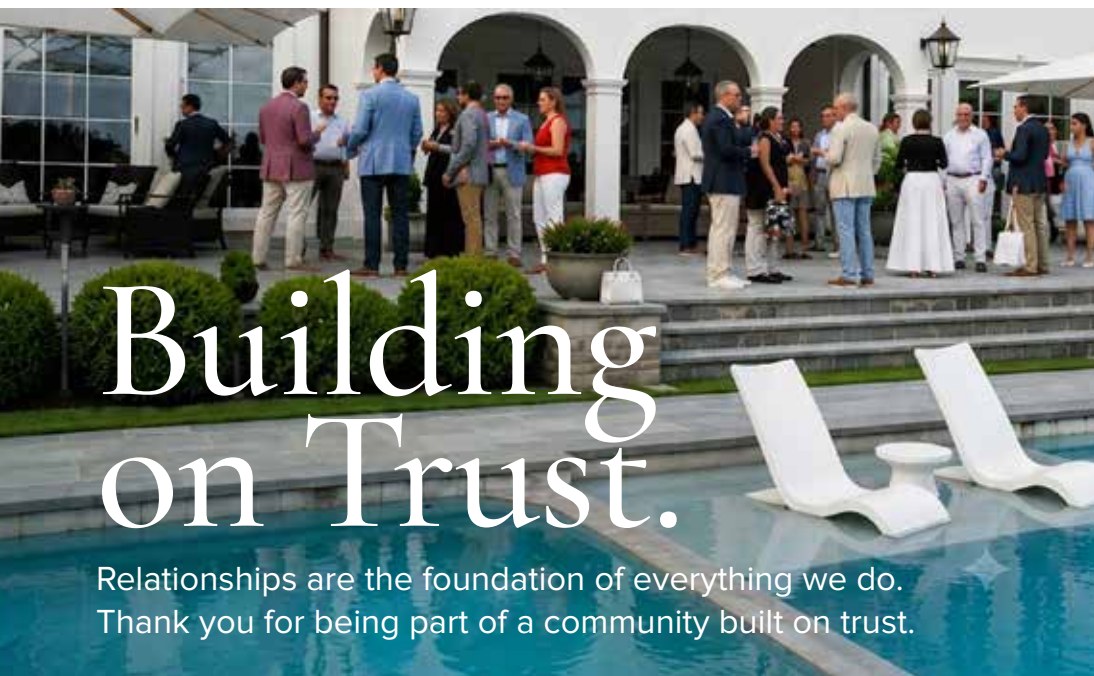
Most mornings begin with a walk in the woods alongside her dog, Shadow. Sometimes she walks in silence. Sometimes she listens to a podcast or catches up with friends she's met along the trail. Like so much of Molly's life, even a morning walk becomes another opportunity for conversation, reflection, and connection.

Her personal mission captures it perfectly:

Capture Today. Develop Tomorrow. Moments That Inspire Change.

It's more than a tagline. It's a reminder that the best photographs do more than preserve a moment. They celebrate people, strengthen relationships, and tell stories that continue long after the camera is put away.

For Molly Robinson, that's never been the job. It's always been the purpose. ▀



Building on Trust.

Relationships are the foundation of everything we do.
 Thank you for being part of a community built on trust.

WELCOME OUR NEWEST PREFERRED PARTNERS



To our agents, thank you for introducing us to the businesses you trust. And to our Preferred Partners, thank you for helping make this community **Rhode Island's fastest growing network** for elite real estate professionals.

**“Great communities aren’t built by chance.
 They’re built by trusted introductions.”**

Several additional referred businesses are currently being reviewed.

Every relationship in our community starts with trust.
 Thank you for the introductions that make it all possible.

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MAKING PEOPLE FEEL AT HOME

PHOTOGRAPHY BY JAMIE HARRINGTON
EDITED BY STUART TITUS

Authenticity, hospitality, and genuine relationships have become the foundation of **TYLER BERNADYN'S** remarkable real estate career.

When you invest some time with Tyler Bernadyn, you'll engage in conversations about architecture, Rhode Island history, local restaurants, hospitality, psychology, Block Island, or the latest market trends. Real estate is certainly part of the discussion, but it's rarely the only topic.

That curiosity has become one of Tyler's defining characteristics—and one of the reasons clients, colleagues, and community leaders continue to gravitate toward him.

His résumé certainly commands attention. In 2025, Tyler became the #1 REMAX agent in Rhode Island by sales volume, earned recognition as Newport Life Magazine's Best of Newport County, joined the prestigious REMAX Hall of Fame, was named a REMAX Torchbearer, recognizing the company's top agents under 40 nationwide, and now serves as President of the Newport County Board of REALTORS®. Add more than \$38 million in annual sales,



and it's easy to understand why he's earned his place among Rhode Island's elite.

But accolades have never been the destination.

"I don't think I ever set out to become a real estate agent," Tyler says. "I've always been drawn to people, stories, and communities."

That answer makes perfect sense once you understand the path that brought him here.

Tyler attended Providence College, earning a degree in history while planning for a career in education. Throughout college, he worked in Newport restaurants to pay tuition before eventually bartending

summers in Newport and winters in St. John. Looking back, he jokes that he thought he was Tom Cruise in Cocktail, but beneath the humor is genuine appreciation for what those years taught him.

Hospitality shaped the way he approaches business.

"You can get a burger and a beer in eighty-five places in Newport," he says, "but you keep going back to the same few because of how they make you feel."

That philosophy carries directly into every client relationship. Communication matters. Anticipating needs matters. The small details matter. More than anything, people remember how they

were treated long after the transaction is over.

Today, Tyler approaches every client with the mindset of a consultant rather than simply a salesperson. His responsibility is to educate, present honest market information, and help families make informed decisions they'll feel confident about years down the road. He often reminds clients that he'll never spend their money for them, but he'll make sure they have every piece of information they need before making one of life's biggest financial decisions.

"People don't need more salespeople," he says. "They need advisors."



That long-term perspective has become one of the defining characteristics of his business. Tyler isn't interested in simply getting to the closing table; he wants to remain a trusted resource long after the moving truck has left the driveway. It's why so much of his business continues to come through referrals and repeat relationships built over time.

As he puts it, "Relationships compound."

That philosophy extends far beyond his client base. Tyler is deeply involved throughout Newport County, serving not only as President of the Newport County Board of REALTORS®, but also supporting organizations including Newport Mental Health and *What'sUpNewp*. Rather than building a personal brand, he prefers to shine a light on the communities, businesses, and stories that make Rhode Island unique.

His love for the Ocean State is unmistakable.

As a history major, Tyler sees Rhode Island differently from most people. Every neighborhood tells a story. Newport's Point neighborhood, the textile mill villages, the architecture that has stood for centuries, and the quiet pace of Block Island all represent chapters in a history he genuinely enjoys sharing. He laughs about one day starting "Tyler's Tours," combining history, storytelling, and hospitality into the perfect retirement job. Considering his enthusiasm, it's easy to believe he'd have plenty of repeat customers.

Ask Tyler about his success, however, and he'll quickly redirect the credit.

He speaks with tremendous gratitude about Michelle Aguiar, whose partnership allows their team to deliver exceptional service while managing an extensive sales and investment portfolio. He credits business partners Joe Fitzpatrick and Justine Tarlton for believing in him early, mentoring him, and helping to build the collaborative culture at RE/MAX Results today.

"No one accomplishes anything meaningful alone," he says.

Perhaps the biggest change in Tyler's life has happened outside the office.

Becoming a husband—and more recently, a father to Bowen—reshaped his definition of success. Like many ambitious agents, there was a period where production goals and professional milestones occupied much of his attention. Today, his priorities look different.

Tyler speaks openly about the importance of mental health, particularly for young men navigating careers built around constant availability and high expectations. Having experienced stress and burnout himself, he has become intentional about protecting his energy, setting healthier boundaries, and creating space for the people who matter most.

That shift has made him a better husband, father, advisor, and, somewhat unexpectedly, an even better real estate professional. By



“No one accomplishes anything **MEANINGFUL** alone.”

focusing less on chasing every opportunity and more on working with the right clients, he found both his business and personal life improving.

His definition of success today is refreshingly simple: meaningful work, lasting friendships, time with family, and the opportunity to enjoy the life he's worked so hard to build.

"A great life," he says, "is far more impressive than a great year."

It's a fitting philosophy for someone whose career has always been about people first. Awards, leadership

positions, and production numbers may introduce you to Tyler Bernadyn, but authenticity is what people remember. Whether he's helping a client navigate a difficult decision, promoting a local business, advocating for mental health, or simply sharing another story about the places that make Rhode Island special, his goal remains remarkably consistent.

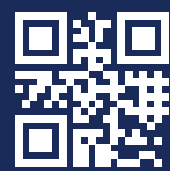
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The real estate simply follows. ▀



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