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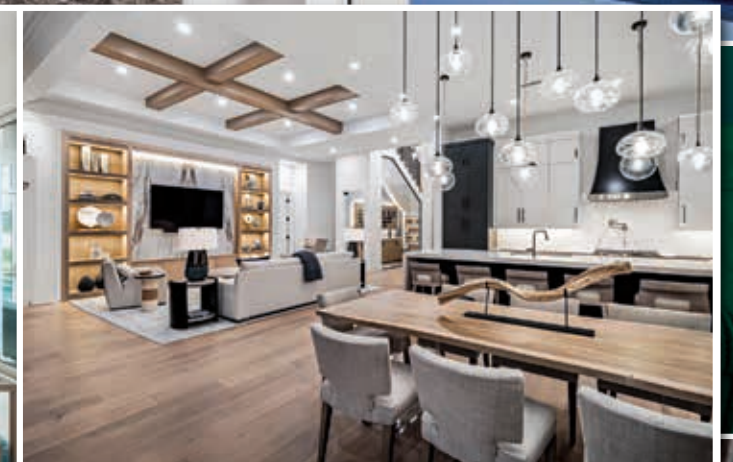
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RENEWAL

Dear Real Producers of Naples,

Happy 2026! As we turn the calendar to a fresh new year, there's something powerful about the sense of renewal it brings — renewed vision, renewed commitment, and renewed purpose. The start of a year is more than just a date change; it's an opportunity to pause and take inventory of where we've been and where we're headed.

This season invites us to look back at the strategies and relationships that served us well in 2025 and double down on what worked. It also encourages us to evaluate the changing dynamics ahead — market trends, shifting client needs, the evolving role of technology — and prepare to adjust accordingly.

Renewal isn't just about starting over; it's about moving forward with intention. In this spirit, we hope you find fresh inspiration in the stories featured in our pages each month. Our mission at *Real Producers* has always been to celebrate top-producing Realtors, share their insights and systems, and spark conversations that elevate one another. In an industry defined by innovation, grit, and heart, these stories offer valuable roadmaps for growth — both personally and professionally.

We're also excited to renew our connection with you in person. This year's lineup of Real Producers' events promises more of the dynamic networking, meaningful partnerships, and

community-building experiences you've come to expect. Keep an eye on your inbox — announcements are on the way!

As 2026 unfolds, may you approach each opportunity with energy, clarity, and purpose. Here's to new goals, fresh momentum, and a year defined by both growth and gratitude.

Let's launch into 2026 — renewed and ready.

Very respectfully yours,



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I CAN MAKE IT HAPPEN

BY MICHAEL DILL

History is full of voices saying it cannot be done. Pundits. Experts. Advisors. People with titles and opinions who have said repeatedly that certain ideas, inventions, or visions were impossible.

But thankfully, history is also filled with people who ignored them. People who took on a different mantra. One simple phrase that changed everything:

“I can make it happen.”

From Rejection to Revolution
Michelangelo took a discarded piece of marble – something others said was useless – and carved the statue of David.

Christopher Columbus set sail for a new world when most people believed he would fall off the edge of the earth.

The Wright brothers were called crazy. Henry Ford was dismissed as impractical. Visionaries like Elon Musk, Steve Jobs, and Richard Branson were mocked before they were celebrated.

But all of them believed one thing:
“I can make it happen.”

There Is No Such Word as “I Can’t”
As far as I am concerned, “I can’t” is not part of the human language.

Henry Ford once said, “*Whether you think you can or think you can’t, you are right.*” And he was.

Your thoughts create your beliefs. Your beliefs shape your decisions. Your decisions shape your actions. If you begin with doubt, you limit your own potential before the work even begins.

But if you begin with belief? That is when the impossible becomes possible.

What Feels Impossible Right Now?
Is there something in your organization that feels stuck?

Maybe a team challenge, a product issue, or a service breakdown. Maybe it is a culture shift you are trying to make or a structural change that just is not landing.

Whatever it is, I invite you to step back and remember this:

Every breakthrough in history started with someone saying; **How can we make this happen?**

- Turn Brainstorming into Breakthroughs**
Here is a challenge for your next team meeting:
1. Identify the challenge or obstacle you are facing
 2. Ask the question out loud: *How can we make this happen?*
 3. Give everyone time to brainstorm freely
 4. Encourage imagination
 5. Write down every possibility
 6. Look for the patterns. Look for the opportunities

Put on some soft music. Take the pressure off. Make it fun.

You will be surprised what happens when you stop leading with what is wrong and start creating space for what is possible.

The Word “Impossible” Is a Myth
The word *impossible* has two meanings.

Lowercase: *impossible* – something I have never done.
Uppercase: *IMPOSSIBLE* – something that has never been done.

But history shows us that even the uppercase stuff – the things the world has never seen – eventually get done.

You just have to be the one bold enough to believe it can happen.

Final Thoughts
You may be facing a situation today that feels overwhelming. You may hear voices – internal or external – saying it cannot be done.

But I am here to remind you:

It can. And you can.
Adopt the mantra.
Say it out loud.
Write it down.
Lead with it.

“I can make it happen.”



Coach Michael Dill is an award-winning, certified business coach, global speaker, and published author. He is a proud ActionCOACH franchise partner, as well as the president of Power & Ice Wealth Creation, a strategic leadership company. Michael brings more than 40 years of business and entrepreneurial experience to his leadership, team training, and mentoring practice. To learn more, call 954-675-9536 or visit BusinessCoachMichaelDill.com.

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The Small Practice

That Can Change Everything



BY CARLENE MARIE

“Wear gratitude like a cloak, and it will feed every corner of your life.”
~ Rumi

What if the most transformative tool for your mind, body, and relationships wasn’t complicated at all, but beautifully simple? What if, in just a few minutes a day, you could sleep more deeply, soften stress, think more clearly, strengthen connection, and support your long-term health?

And what if this practice wasn’t something new to learn but something to remember?

Over the years, I’ve watched one tiny daily ritual shift people from the inside out; leaders making big decisions, professionals carrying heavy schedules, women navigating seasons of growth and uncertainty. I’ve seen it change me, too. Gratitude has a way of grounding

you in clarity, helping you stay centered when the pace of life accelerates, and the demands keep stretching.

This isn’t the holiday version of gratitude we visit once a year. This is the steady, daily practice of looking for the good and letting it shift how you show up in your work, your relationships, and your life.

Why Gratitude Works (Especially in High-Pressure Seasons)

Many of us treat gratitude as a “nice-to-have,” something we might get to when things slow down. But for those of us navigating long days, constant communication, and people depending on us, gratitude isn’t extra. It’s essential.

A daily practice actually interrupts stress before it hijacks your focus. It opens emotional bandwidth. It gives you back the mental clarity you need for the decisions that matter.

It’s the reset that makes the rest sustainable.

The Science Echoes What Experience Already Shows

Decades of research confirm what so many driven professionals eventually discover: gratitude supports better sleep, steadier moods, sharper cognitive function, healthier relationships, and even a longer life.

But beyond the science, gratitude changes the atmosphere you operate in.

You notice the small gestures that usually get lost when you’re running from one meeting to the next like the assistant who anticipates your needs, the colleague who steps in with support, the moment of kindness from a stranger that shifts your whole morning.

Daily life may not get easier, but it becomes more meaningful. You move with less tension and more intention. You feel anchored in what’s working rather than obsessed with what isn’t.

The Relationship Advantage

Here’s one of gratitude’s most underestimated benefits: it expands your capacity for connection.

When your mind becomes trained to look for the good, you naturally communicate differently. You see your clients with more empathy, your team with more respect, your loved ones with more appreciation. And the people around you can feel it.

Gratitude builds trust. It strengthens rapport. It softens conflict. It elevates leadership. That quiet shift becomes a powerful differentiator both personally and professionally.

A Simple Way to Begin

Let it be easy:

- Write three things you’re grateful for each day.
- Pause before meals and offer a quiet thank-you.
- Send one appreciative text or message each week.
- Verbally thank someone daily at work or at home.
- Capture small moments of beauty as a mindfulness anchor.

If it feels awkward at first, that’s just evidence you’re stretching into something new. Start with what’s true. Start with what’s here. Start today.

Gratitude won’t erase the hard things but it will strengthen the part of you that knows you can rise through them... with clarity, steadiness, and a heart that stays open in the moments that matter most.



Carlene Marie is a Certified Master Mindpower Coach and Certified Health, Wellness & Life Coach. She specializes in private and group coaching, keynotes, workshops and publications helping high performers cultivate mental toughness and emotional resilience. With extensive expertise in unlocking human potential, Carlene Marie’s programs empower and guide toward lasting change for optimal success in every area of life. CarleneMarie.com 513.383.5647



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OUR 2025 COVER STARS

- With 2025 now in the rearview mirror, we're taking a moment to look back at the incredible Real Producers who graced our covers this past year. Each one shared a story of dedication, growth, and success that continues to inspire our community.
- We're proud to highlight some of the standout moments from our 2025 cover features and extend a heartfelt thank-you to the amazing agents who made them possible.
- Here's to all you've achieved, and to another year of inspiring, connecting, and elevating our top-producing real estate agents and preferred partners in 2026.

2025



Melinda & Jake Gunther

BUILDING A FAMILY LEGACY IN REAL ESTATE

PHOTOS BY
MICHELLE
REED

Melinda Gunther has long envisioned passing her real estate expertise to the next generation, and that vision became reality when her son, Jake, joined her in the business. With years of experience in luxury real estate, Melinda now mentors Jake, helping him develop the skills to grow his own career in the industry.

Melinda's journey in real estate has been closely tied to her family. Originally from Grand Rapids,

Michigan, she and her husband eventually settled in Naples, Florida, where her husband ventured into custom home building. Observing the luxury home market firsthand inspired Melinda to pursue real estate, a career she has cultivated independently while raising her children.

For Jake, real estate wasn't an immediate calling. Exposure to his parents' work and the opportunity to learn directly from his mother helped him see

the potential of the field. Now, he works alongside Melinda, gaining practical experience while building his own business.

The partnership between mother and son combines mentorship, collaboration, and shared passion. Beyond business, the Gunthers are committed to philanthropy, reflecting a family ethos of giving back to their community. Together, they exemplify the blending of family, career, and legacy.

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Matt & Megan Chionis

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PHOTOS BY MICHELLE REED

When Matt and Megan Chionis moved to Naples, they faced a question many newcomers encounter: how to stand out in a thriving luxury real estate market. Rather than being discouraged, they saw an opportunity to build a business rooted in professionalism, service, and intentional growth. Today, as founding members of SERHANT. Naples, they're leading Naples Concierge Group with a focus on innovation and client experience.

Their path to real estate was shaped long before

arriving in Florida. With backgrounds in consulting and advanced studies in counseling, Matt and Megan developed a strong understanding of leadership, communication, and organizational strategy. Those strengths translated naturally into their real estate careers, helping them treat the industry like a true business from day one.

A major turning point came when they aligned with SERHANT., a brand known for its global reach, tech-forward platform, and unmatched digital presence. The couple

quickly embraced the brokerage's AI tools, which streamline tasks and free up more time for client interaction — something they consider essential to exceptional service.

Outside of work, Matt and Megan prioritize family life, community involvement, and giving back. As they continue to grow Naples Concierge Group, their focus remains the same: excellence, authenticity, and elevating the client experience through both human connection and next-generation technology.





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Shay Trask

LIVIN' THE DREAM

PHOTOS BY
MICHELLE
REED

For Shay Trask of Gulf Coast International Properties, life in Naples feels like a dream he gets to live every day. With deep Midwestern roots and a passion for service, he has built a reputation as a trusted professional who leads with honesty, integrity, and an unwavering commitment to doing right by his clients.

Raised in Iowa and immersed in real estate from a young age, Shay grew up learning the design and construction side of the industry through

his family's business. That foundation eventually led him to pursue a real estate degree and gain hands-on experience under respected mentors who shaped his long-term approach to the business. Their guidance reinforced the values that still define him today: transparency, hard work, and always protecting the client's best interests.

In Naples, Shay quickly found his stride. Known for his market expertise, quick communication, and

a natural ability to connect with people — often sparked by a shared love of cars, architecture, or the coastal lifestyle — he's become a go-to resource for both clients and fellow agents.

Outside of work, he fully embraces the Southwest Florida lifestyle, from boating to exploring new spots around town. Looking ahead, Shay remains focused on balancing exceptional service with enjoying the life he's built — one that reflects both his passions and his values.



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As we celebrate the birth of Jesus this Christmas season, we're reminded of the true meaning of the holidays: **hope, love, and new beginnings**. These values are at the heart of what we do at **Esquire Land Title of Naples**—helping families and individuals begin new chapters with peace, purpose, and trust.

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Lauren Brooker

BEST DECISION OF HER LIFE

PHOTOS BY
MICHELLE REED

Leaving a traditional career path wasn't something Lauren Brooker ever imagined for herself. Yet an unexpected invitation from her sister to join the crew of a private yacht changed everything. What started as a spontaneous adventure soon opened the door to a life and career she didn't know she was searching for.

Time spent traveling on the yacht introduced Lauren to new skills, new places, and ultimately to her future

husband, Clay, during a beach volleyball game in Naples. That moment inspired her to plant roots in Southwest Florida, earn her real estate license, and step into an industry deeply familiar — her entire family back in North Carolina worked in real estate — but now on her own terms.

Building a career in a brand-new city wasn't easy. Lauren relied on determination, open houses, and genuine relationship-building to gain momentum. Today, she is

a principal of the Brooker McMurray Group at Compass and is known for her patient, client-focused approach.

Her life outside of real estate is just as full, with family at the center. Supporting her daughter's athletic pursuits, volunteering as a coach, and spending time on the water keep her grounded.

Grateful for every twist in her journey, Lauren credits Naples for giving her the meaningful career — and the life — she always hoped for.



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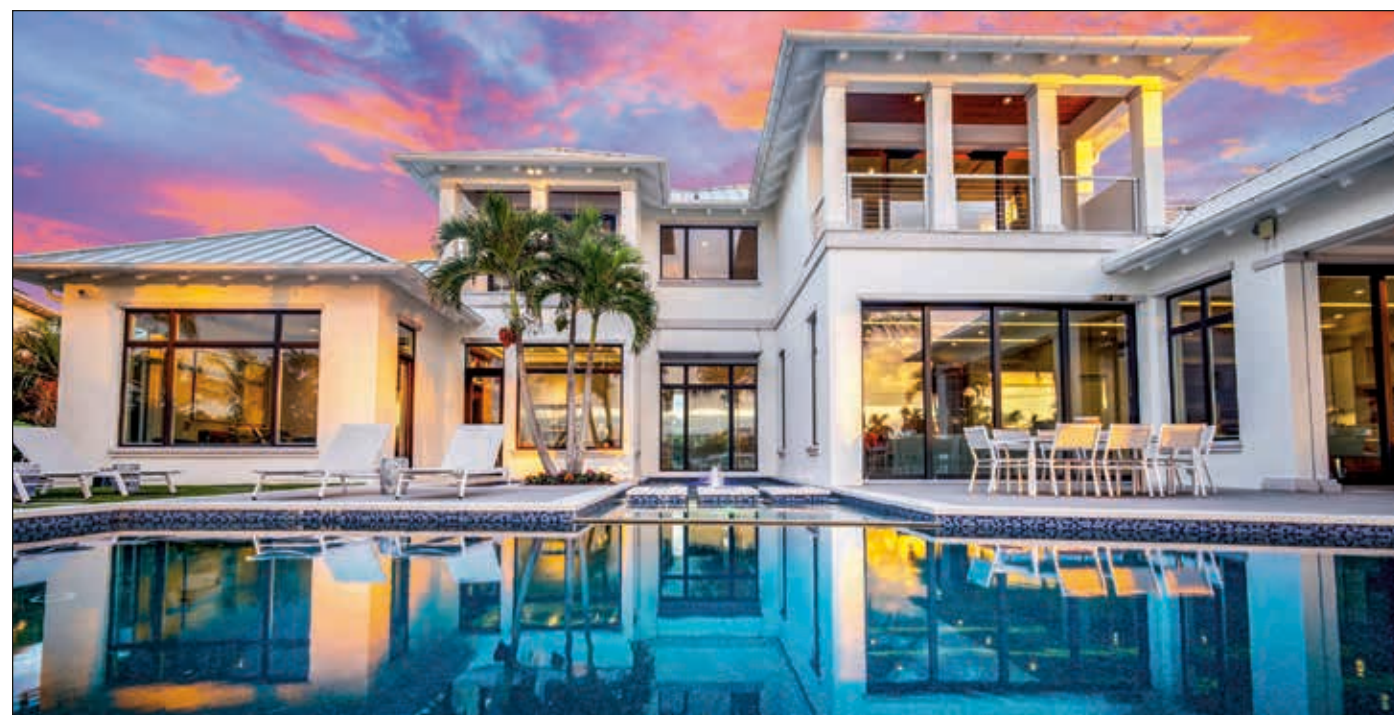
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Sarah Hudgins

SHOOTING FOR THE STARS

PHOTOS BY MICHELLE REED

Sarah Hudgins has built her real estate career on a foundation shaped by her Michigan upbringing and early exposure to her family's rental business. Her hands-on experience managing student properties at a young age gave her an understanding of customer service, responsibility, and the rhythms of the housing world. That background eventually led her back to Naples, a place she grew up visiting and always felt drawn to.

Her professional life began in marketing within the construction field, but the desire for a more flexible and purpose-driven path inspired her move into real estate. She approaches the industry with sincerity, empathy, and a strong commitment to educating the people she serves. Clients trust her because she focuses on problem-solving and guiding families toward decisions that fit their lifestyle, rather than pressuring them into choices that don't feel right.

Beyond traditional residential sales, she contributes to new development projects, playing roles in sales, marketing, branding, and community engagement. Her work reflects a blend of business insight and genuine care, which has helped her build long-lasting relationships.

Outside the office, Sarah enjoys an active family life, stays dedicated to personal wellness, and finds joy in cooking and spending time with loved ones. Her career and personal values continue to align through connection, service, and authenticity.



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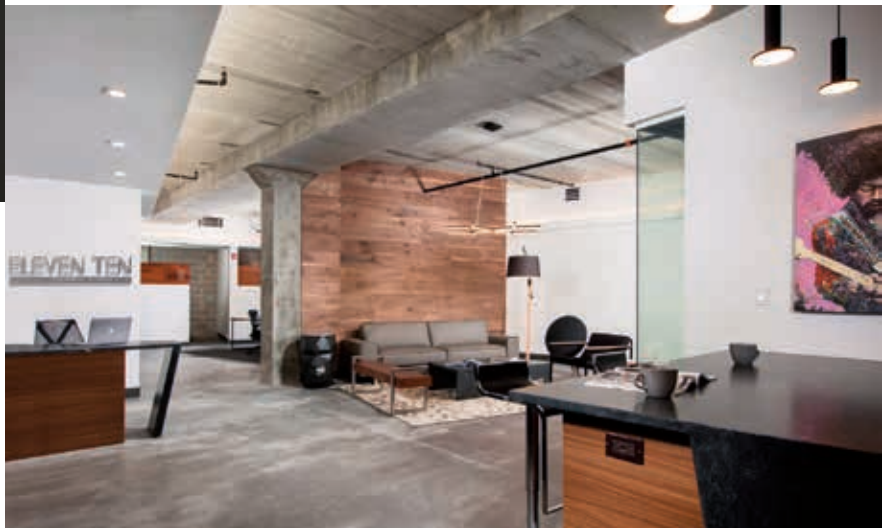


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Carla Masse

ONLY BLUE
SKIES AHEAD

PHOTOS BY MICHELLE REED

Carla Masse built her career from a foundation rooted in discipline, hard work, and the early lessons she absorbed in her rural Brazilian hometown. Her family's deep appreciation for land and homeownership shaped her understanding of real estate long before she stepped into the industry. That early influence followed her to the United States, where a love for art, entrepreneurship, and property investment gradually intersected and led her toward her true calling.

Her entry into real estate came with challenging market conditions, giving her an education in complex transactions and distressed properties from the start. That experience became one of her greatest strengths, forming the backbone of the leadership style she brings to her boutique brokerage on Marco Island. Clients value her thoughtful approach, the clarity of her communication, and the refined systems she uses to guide every listing and negotiation.

Her company reflects the values she has

carried since childhood: service, community, and consistency. She mentors agents with those same principles, encouraging a commitment to excellence and a deep respect for the client experience.

Beyond her professional world, Carla dedicates time to her family, her church, and the creative pursuits her household enjoys. Her work, her team, and her community involvement all stem from a genuine desire to help others move confidently toward their goals.

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Debbie & Larry Burback

DELIVERING BOUTIQUE SERVICE

PHOTOS BY
MICHELLE REED

Debbie and Larry Burback combine complementary backgrounds to deliver an exceptional real estate experience in Naples. Athletic discipline, honed through Debbie's collegiate golf career, meets Larry's law enforcement and construction expertise, creating a team grounded in dedication, precision, and service. Together, they have cultivated a boutique-style business that emphasizes client relationships and trust above all else.

Their journey into real estate began with Debbie navigating

early career challenges and market downturns with determination, later joined by Larry to merge their skills. Their partnership seamlessly blends attention to detail, strategic vision, and hands-on knowledge, ensuring clients receive guidance at every step. Each transaction reflects their shared values: integrity, care, and a commitment to understanding client needs.

The couple prioritizes meaningful relationships, both professionally and personally, treating every client as part of their

extended family. Outside the office, they balance their careers with active lifestyles, hobbies, and community engagement. Golf, fitness, and culinary adventures are shared passions, while their three dogs add warmth and energy to home life.

With decades of experience and a team built on excellence, Debbie and Larry continue to set a standard for service-driven real estate. Their approach proves that combining expertise, heart, and discipline creates lasting impact for clients and the community alike.



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Mike & Lauren Taranto

CAPTAINS OF THE SHIP

PHOTOS BY MICHELLE REED

Mike and Lauren Taranto have built a dynamic real estate partnership defined by expertise, creativity, and trust. Lauren, a veteran with decades of experience in the field, pairs seamlessly with Mike, whose background spans academia and corporate innovation. Together, they have shaped the Taranto Team into a recognized force in Naples' luxury market, emphasizing personalized service and strategic guidance.

Lauren's entrepreneurial spirit emerged early, flipping

homes and running a boutique while honing her marketing instincts. Mike's corporate career in food science and product development provided a foundation in precision, planning, and innovation. Their union—both personal and professional—created a synergy that consistently delivers results for clients navigating high-stakes transactions.

Creative marketing, from themed listing videos to memorable open houses, sets them apart, while their client-focused approach ensures buyers and sellers

feel guided and informed. The duo prioritizes meaningful relationships, seeing each client interaction as an opportunity to build trust and confidence.

Outside of real estate, family, wellness, and giving back remain central. With a blended family, beloved pets, and active lifestyles, they balance career and home life seamlessly. Their leadership, combined experience, and commitment to excellence continue to make them standout advisors in Naples' competitive real estate landscape.



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Carolyn Clark

SELLING SUNSHINE WITH STYLE

PHOTOS BY
MICHELLE
REED

Carolyn Clark has crafted a reputation for excellence in Naples real estate through meticulous attention to detail and a personal, community-focused approach. From the start, she has prioritized showing clients not only the home but also the lifestyle that comes with it, emphasizing local amenities, schools, recreation, and culture.

Her path began in Canada, where she earned a business degree and cultivated a talent for relationship-building in corporate sales. Relocating

to the U.S. with her husband, Carolyn applied her creativity and people skills to work as a stylist before transitioning into real estate—a move sparked by a desire to improve the client experience she had observed firsthand.

Known for her dedication, Carolyn ensures every listing shines, staging homes, adjusting layouts, and guiding buyers to see each property's full potential. Her service extends beyond transactions, immersing clients in the neighborhoods they may call home and offering

concierge-level support to maximize returns.

Family remains central, with her husband and two daughters providing unwavering support. Outside of work, she enjoys golf, fitness, and community involvement, including charitable initiatives. Carolyn also mentors emerging agents, fostering growth in the next generation of real estate professionals. Her career reflects a blend of style, strategy, and service, making her a trusted advisor and respected leader in Naples.



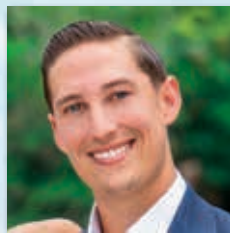


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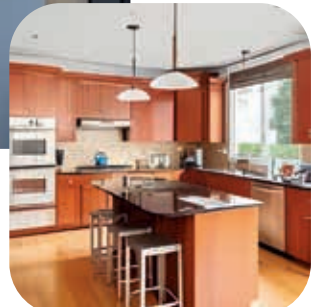
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Nina & Carlo Llorca

A MATCH MADE IN PARADISE

PHOTOS BY
MICHELLE REED

Nina and Carlo Llorca have built a standout reputation in Naples as the husband-and-wife team behind Coldwell Banker Realty's Nina Loves Naples. Known for their polished presentation, sharp eye for detail, and unmistakably candid approach, they've become the kind of Realtors other agents trust with their own homes. Their small but mighty trio — rounded out by Director of Operations Deanna Monastiero, operates with a boutique feel, delivering swift

communication, honest guidance, and elevated staging that has become their signature.

Both Nina and Carlo bring deep professional roots. Nina spent many years in the insurance world, eventually running her own agency. Carlo served in the Navy, worked in public safety, and later joined Nina at her agency before the couple shifted fully into real estate. Their roles click naturally: Nina focuses on people and presentation; Carlo handles structure and precision;

Deanna powers everything behind the scenes.

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