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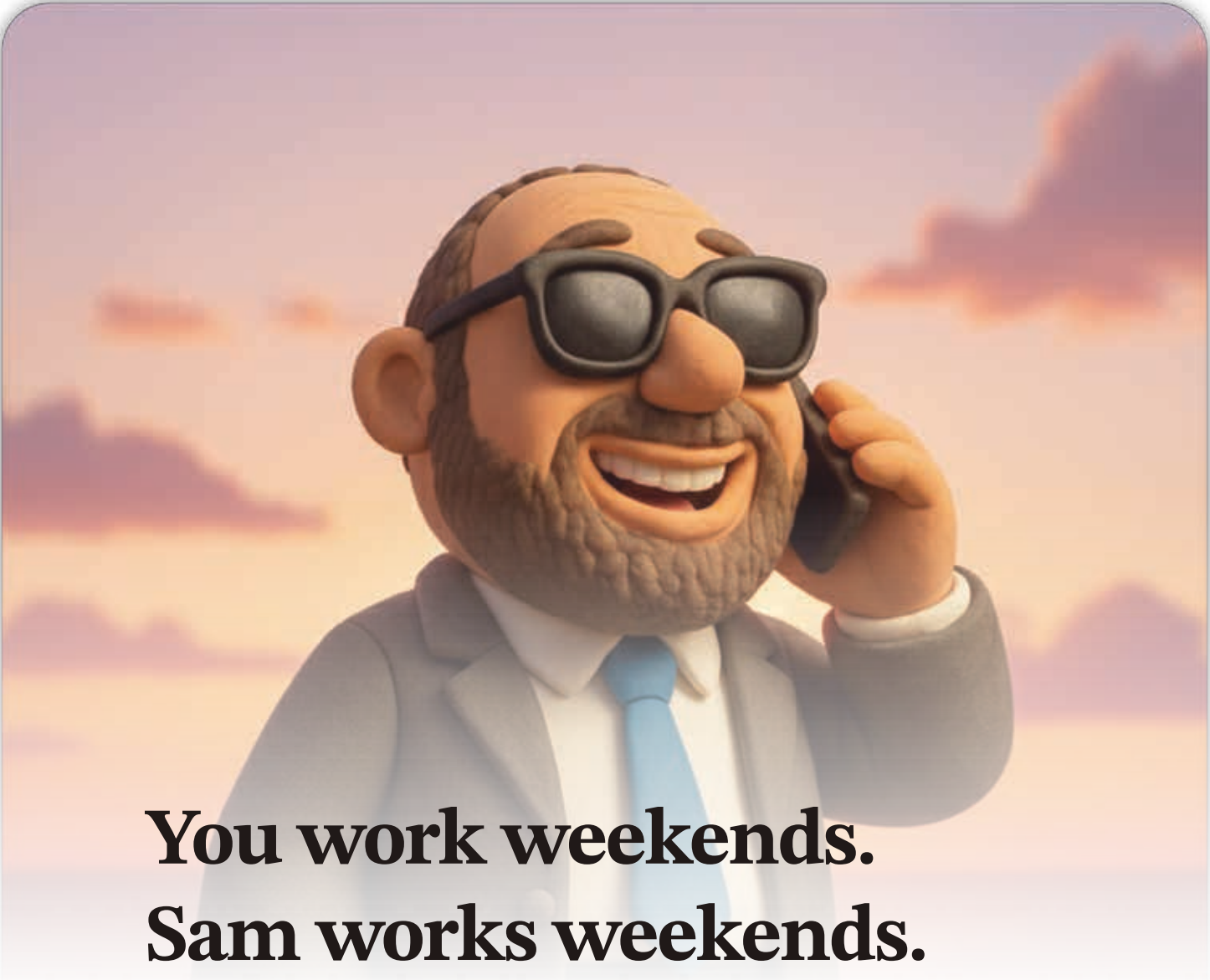
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Thanks to our Mentors

BY ANDREW
REGENHARD

Dear Real Producers of Naples,

In June, we celebrate Father's Day and take a moment to honor the men who were often our very first role models.

Whether or not we followed in their professional footsteps, these early influences helped shape our values, our work ethic, and the way we show up in the world.

In real estate, those foundational lessons often carry forward in meaningful ways. Many agents were introduced to the industry by a parent—fathers and mothers who not only modeled what it means to build a career, but also served as trusted guides along the way. Their example leaves a lasting imprint.

For others, mentorship is discovered within the business itself. It shows up in the form of seasoned agents who take the

time to invest in someone new, brokers who offer direction and perspective, and peers who are generous with their knowledge. These relationships become a cornerstone of growth.

By all accounts, mentorship plays a critical role in long-term success. While it is certainly possible to navigate this industry independently, the path is often accelerated—and the results amplified—when guided by the experience and insight of someone who has been there before. A strong mentor can help you avoid missteps, recognize opportunities, and move forward with greater clarity and confidence.

Over time, those who have benefited from mentorship often find themselves in a position to give back. They become the guides, the teachers, and the steady voices for the next generation. In doing

so, the circle of influence continues to expand.

This month, as we recognize our fathers, we also celebrate the mentors who have helped shape our professional journeys—and those who continue to light the way forward.

Very respectfully yours,



Andrew Regenhart
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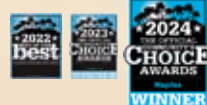
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Emma Rickwood



THE HALCYON RESIDENCES & MARINA

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Naples has always been a place people come to slow down. Lately, it's also become a place people come to level up—where lifestyle, investment, and timing are starting to intersect in a more meaningful way.

Emma Rickwood sees that shift happening in real time.

With over 20 years of experience and deep personal ties to Naples spanning more than three decades, Emma isn't just developing in the market—she's evolving with it. As director of Henley Group and one of the driving forces behind The Halcyon Residences & Marina, she's helping shape what the next chapter of Naples living looks like.

"What excites me most is being part of a city that's actively evolving," Emma

says. "There's a real sense of momentum right now—downtown expanding, new areas emerging. It feels more connected, more dynamic. Being able to contribute something meaningful to that moment is incredibly rewarding."

A Different Kind of Luxury

At first glance, Halcyon checks all the boxes of a premier waterfront development—prime location, high-end finishes, and resort-style amenities. But spend a little more time with the concept, and it becomes clear: this isn't just another luxury project.

It's built around a philosophy.

"The idea of 'Halcyon' refers to those rare, perfect stretches of time—when everything feels easy, joyful, exactly as it should be,"

Emma explains. "That idea shaped everything."

That philosophy shows up in what the team calls *barefoot luxury*—a version of luxury that's less about formality and more about effortlessness.

It's stepping onto your boat without planning your day around it. It's walking into downtown for dinner without thinking twice. It's living in a space that feels elevated—but never overdone.

"It's about removing friction from everyday life," Emma says. "A home should feel natural. It should support how you actually want to live."

Built Around Real Life

That mindset is what sets Halcyon apart in a crowded luxury market.

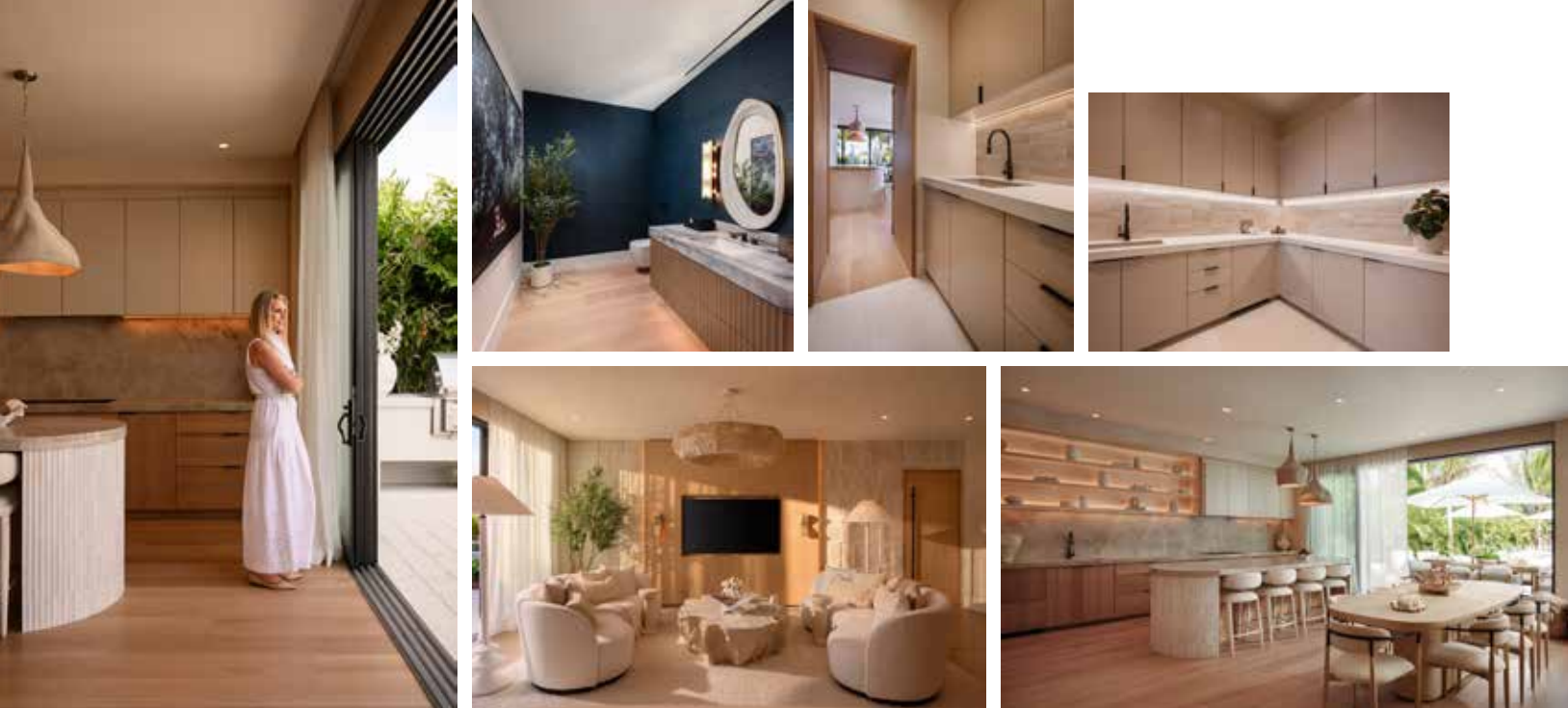
Instead of forcing buyers to choose between waterfront access and proximity to downtown, Halcyon delivers both—at a level rarely seen in Naples. Set across more than eight acres along the Gordon River, the development includes just 66 estate-scale residences paired with a 120-slip private marina—one of the closest opportunities to live with your boat near the heart of the city.

It's a combination that's hard to replicate—and even harder to ignore.

"Most developments offer one piece of the lifestyle," Emma says. "We wanted to bring it all together—boating, walkability, amenities, and a sense of space—without compromising on any of it."

That balance extends to the design itself. Residences range from two to four





bedrooms, with expansive terraces, seamless indoor-outdoor flow, and layouts that prioritize how people actually spend their time.

This isn't about square footage for the sake of it. It's about livability.

"There's a difference between something that looks beautiful and something that truly enhances your day-to-day life," Emma explains. "We're focused on the latter."

Timing Meets Opportunity

For brokers and buyers paying attention, Halcyon represents more than just a compelling lifestyle—it's a strategic moment.

Naples is evolving. Areas like Bayshore and Davis are seeing renewed investment. Downtown continues to expand. And true waterfront opportunities—especially those with marina access this close to the city core—are becoming increasingly rare.

That's where Halcyon stands out.

"The most informed brokers are already recognizing it," Emma says. "They understand the timing, and they're bringing their clients in while we're still in pre-construction."

It's a familiar pattern for Henley Group, which has built its reputation on identifying emerging opportunities early and delivering projects that align with where a market is heading—not where it's been.

"We're always thinking long-term," Emma adds. "It's not about chasing trends. It's about creating something that will still feel relevant and desirable years from now."

A Partnership Approach

Beyond the product itself, Halcyon has been intentional about how it engages the brokerage community.

From an immersive sales gallery designed to bring the lifestyle to life, to a collaborative approach with agents, the goal is simple: make it easier for brokers to tell a compelling story.

"We see this as a true partnership," Emma says. "We've created tools and experiences that help agents connect their clients to what makes Halcyon different."

And different is exactly what many buyers are looking for.

"In this market, clients have seen a lot," Emma explains. "Halcyon gives agents something fresh—something that stands apart. It's a reason to reconnect, to start a new conversation."

The Bigger Picture

Behind Halcyon is a powerful partnership—Emma and Ian Rickwood of Henley Group, alongside Naples-based developer Gavin Gillette of Gillette Development. Together, they bring a combination of global experience and local expertise that's essential for a project of this scale.

But at its core, the vision is simple.

Create a place where people genuinely love living.

"A home should be where your days belong to you," Emma says. "Where life unfolds naturally, without friction. That's what we're building toward."

In a market defined by luxury, Halcyon isn't trying to be louder.

It's trying to feel better.

And for those who understand both lifestyle and timing, that might be exactly what makes it matter most.

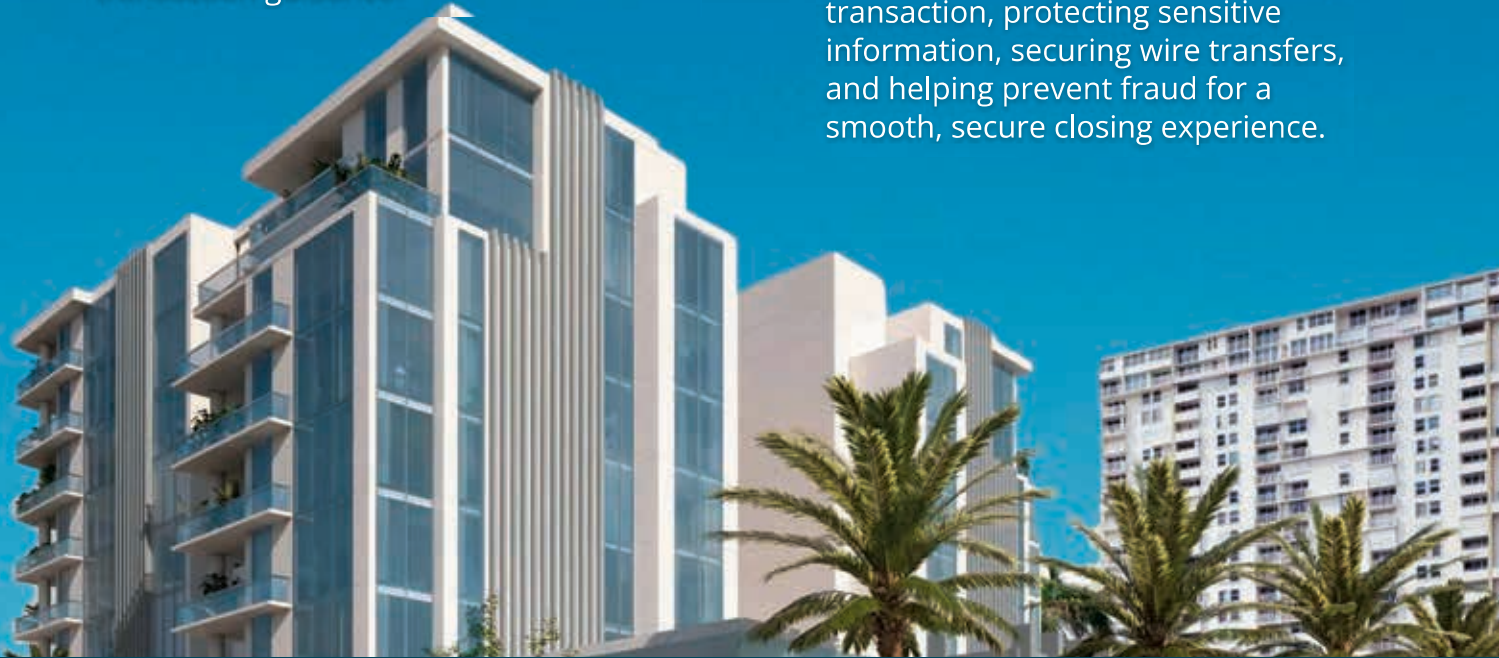
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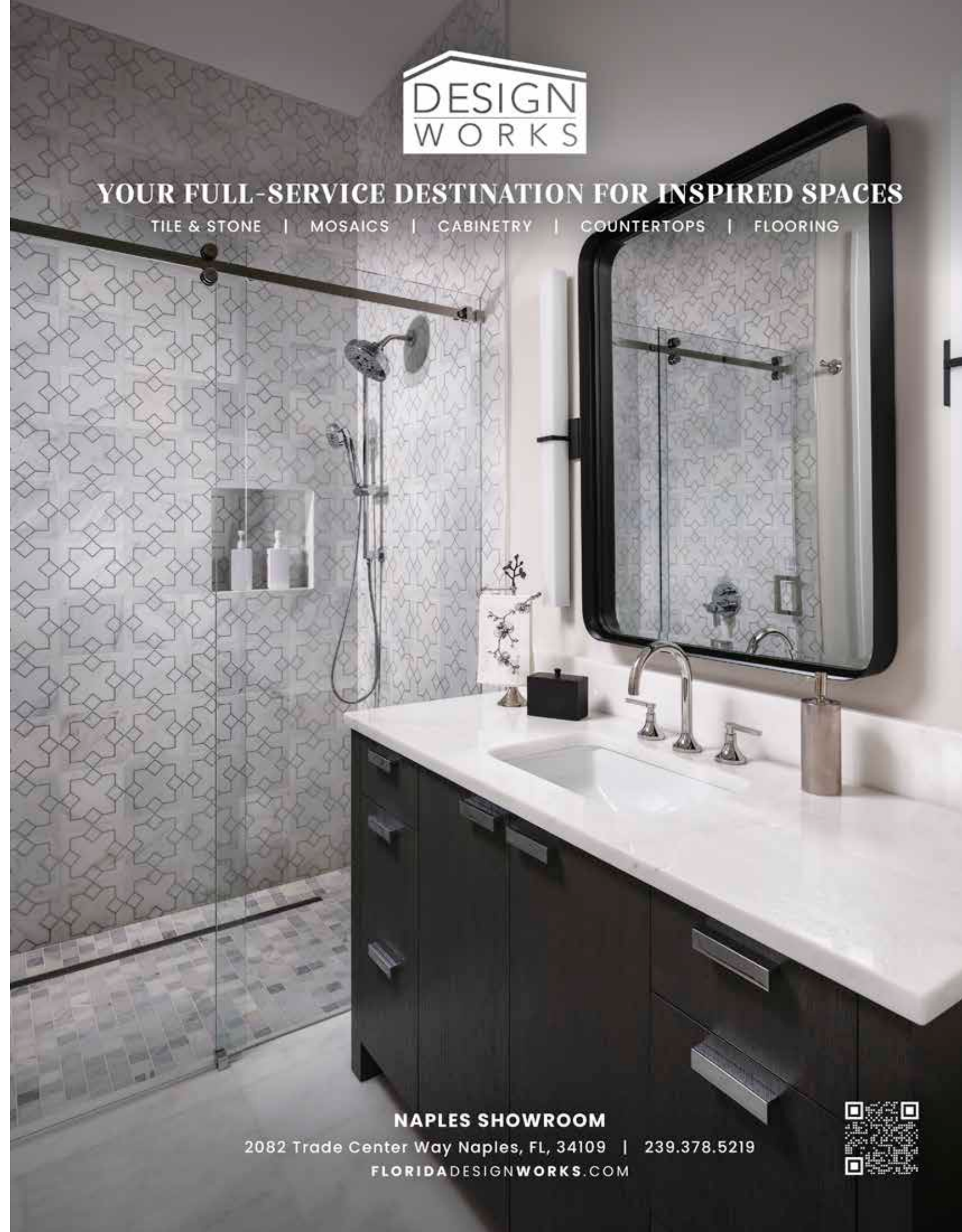
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And breath matters here, too, more than many realize. A few slower, steadier breaths can help calm the stress response and bring you back to yourself. Not in a dramatic way. In a practical one. Enough to soften the edge, clear the static, and help you think again. That is not a small thing. In a high-visibility life, inner steadiness is not a luxury. It is an advantage.

Well-being is not only about what helps you recover after pressure. It is also about what helps you stay anchored within it. The people who sustain success over time are rarely the ones who never feel activated. They are the ones who know how to notice it, regulate it, and return to themselves more quickly.

A simple takeaway: Before a meeting, presentation, event, difficult conversation, or any moment where you feel especially “on,” pause for a brief reset. Take three slower breaths, letting each exhale be slightly longer than the inhale. Then name the feeling more honestly: not panic, but activation. Not weakness, but energy. Then, ask yourself one clear question: *How do I want to show up in this moment?*

That small pause can change everything. It interrupts the spiral. It helps your brain come back online. And it gives you a better chance of meeting the moment from steadiness instead of strain.

Visibility will always ask something of you. The question is whether you meet that pressure by bracing harder or by leading yourself better. The strongest presence in the room is not always the loudest or the most polished. It is often the person who can stay clear, grounded, and fully anchored in who they are while the pressure is on.

That kind of steadiness does not only elevate performance. It protects your well-being, supports better decisions, and makes success far more sustainable.



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

“On”

The Pressure of Always Being

BY CARLENE MARIE

For high achievers, visibility is not optional. It is part of leadership, trust, influence, and success. In many professions, people are not only evaluating your work. They are reading your presence, your responsiveness, your energy, and your ability to stay composed under pressure. And that kind of ongoing exposure can carry a hidden cost.

Many successful people assume that if being visible feels draining, tense, or heavier than it should, something is wrong with them. But often, what you are feeling is not weakness. It is the strain of being “on” so often, for so long, that your system stops treating pressure like an occasional moment

and starts treating it like a way of life. That matters more than most people realize.

When you are constantly showing up, performing, responding, producing, and managing what others need from you, your nervous system can begin to read that steady exposure as pressure to stay sharp, likable, capable, and in control. Over time, that does not only affect confidence. It can affect your clarity, your patience, your recovery, and the quality of your decisions.

The challenge is not always fear in the obvious sense. More often, it shows up as overthinking.

Overpreparing. Overediting. Replaying what you said. Managing how you are coming across. Outwardly, you may look polished and perfectly capable. Internally, you may feel like you are bracing.

William James wrote, “The greatest weapon against stress is our ability to choose one thought over another.” That still feels true. Not because you can simply think your way out of pressure, but because the meaning you give a moment shapes how your body responds to it.

Here is what I want you to remember: that charged feeling does not automatically mean something is wrong. It may simply mean the moment matters. If you read that activation as danger, you will tighten, tense and brace. You may second-guess yourself or pull back. But if you can meet that same feeling as energy, readiness, or a sign that something important is being asked of you, you give yourself a chance to stay present instead of shutting down.

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TRUE ENTREPRENEUR PAYING IT FORWARD

Mike Stevens doesn't do "one lane." He's closing luxury deals in Naples, running a roofing supply company he built from scratch during COVID, and co-founding a nonprofit designed to sharpen and strengthen men in business, faith, and family.

On paper, it sounds like a lot. In real life, it's simply how Mike's wired. Over a decade into real estate and fresh off a \$19.5 million year on just five transactions, he's building leverage, impact, and long-term relationships on his terms.

Tough Startup Lessons to SWFL Luxury

Mike's entrepreneurial streak showed up early. After earning his Bachelor's Degree in Entrepreneurship from American University's Kogod School of Business in D.C., he launched an internet startup in 2012, a "blue-collar LinkedIn" where trade workers could showcase OSHA certifications and resumes.

"One of my greatest life obstacles was not finding the proper ways to

monetize my internet startup," Mike recalls. "But it was a great learning curve and gave me a lot of experience and seasoning while making me realize a hard truth: having your own business is 24/7, not 9 to 5, Monday through Friday."

While living in his home state of New Jersey after college, loved ones who knew Mike's gregarious personality well encouraged him to get into real estate. With family friends running a brokerage in North Jersey, he got licensed in 2015 and jumped in. But Florida was always home. Having lived in Naples since 1995, he returned in 2017 because, as he explains, "I missed the weather and I also missed the people."

He officially received his Florida license at the end of 2022 and hasn't slowed down since.

"Being an actual Naples local for 31 years, you get to know the area very well," Mike says with a chuckle. "And I love creating value and impact for people."



That local knowledge, combined with his Northern proactive attitude, gives him an edge.

“I think the key distinction that sets me apart from other agents is having the urgency to get things done and my resilient spirit,” he offers. “Coming from New Jersey, it is extremely competitive, and if you don’t move quickly, you will lose.”

Clients notice. The most common feedback? “They appreciate that I’m very responsive and they love my hustle,” he smiles.

Missing Piece of the Puzzle

While many agents were trying to survive the early days of the pandemic, Mike launched something new again.

“I started a roofing supply company in December of 2020 during the height of COVID,” he remembers. “I also built that business from scratch.”

American Metal Roofing Supply quickly grew, and today Mike delegates heavily while still overseeing sales and marketing. The real magic, though, is how he integrates it into his real estate world. Instead of stepping on toes, he becomes a resource.



Mike Stevens is an agent with Premiere Plus Realty.

“Thankfully, I can add value and distinguish myself by speaking with agents to be the missing piece of the puzzle and give them knowledge on the pros and cons of metal roofing without competing with them,” he points out.

That adaptive mindset extends beyond roofing though. Mike embraces tech, stays consistent with content, and has leaned into AI — rather than resisting it — to grow both businesses.

Beyond Earthly Treasures

If you ask Mike what success looks like, he won’t start with commissions. For him, entrepreneurship isn’t just about income, it’s about autonomy and alignment.

“I feel like true success is getting up in the morning and taking my kids to school,” he notes. “I love having the freedom to do what I want to do and it is amazing what you can do when you avoid all the noise and the distractions.”

“Most importantly, I love having my faith and putting God first,” he elaborates.

That higher perspective is what led him to co-found a nonprofit in 2025.

“Apex Circle Inc. is an elite men’s ‘signaling’ group in which we empower male entrepreneurs through five pillars: business, community, faith, family, and health,” Mike shares. “We’re not your typical networking group meeting up to hand out business cards.”

“With signaling, you have to be personally invited, it’s an exclusive group and we want our members to be committed,” he adds.

Through Apex Circle’s members, donors and partnerships with another organization, they’ve donated hundreds of toys and clothes to underprivileged children in Southwest Florida and Jamaica after Hurricane Melissa. And every charitable donation carries meaning.

“From every amount received, we place 33 percent into the donation account to commemorate the number 33 in honor of Jesus’ life,” Mike explains.

Family Guy

Mike’s biggest ‘why’ can be found at home. He is a proud husband to Brianne who is “probably the nicest person in America,” and runs JBC Healthcare as a licensed nurse practitioner. They married in October 2020 and are raising two young children in Naples.

Their daughter Elizabeth, 4, wants to be a police officer. Their son, Michael Richard Stevens III (a.k.a. “Trey”), is 18 months old and, as Mike laughs, “If you give him food, he will be your best friend.”

And then there’s Izzy, their Labradoodle, “by far the gentlest dog you will ever meet in your lifetime,” Mike smiles.

In his off hours, Mike loves a good workout, reads, plays tennis, studies



“I LOVE
CREATING
VALUE AND
IMPACT FOR
PEOPLE.”

crypto and decentralized finance, and spends precious time at the beach with his loved ones. The Stevens enjoy traveling when schedules align, as well, and a trip to Jamaica may be next to celebrate Brianne’s birthday.

For now, Mike makes it clear he’s quite happy where he’s at and his bigger vision remains unchanged.

“I love what I’m doing, running my roofing business and running a nonprofit while doing real estate and investing myself,” Mike concludes.

“My long-term objective is to impact others and make the world a better place through my work — to unite everyone and learn that we can agree to disagree, to ascend from darkness and go into the light.”



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BY MICHAEL DILL

Why Bad Advice Is Costing You More Than You Think

There is no shortage of advice. You can scroll for five minutes and get:

- A new marketing strategy
- A new sales tactic
- A new mindset shift
- A new “proven system”

Everyone has an opinion. Everyone has a strategy. Everyone has the answer. And that is exactly the problem.

Because not all advice is good. And more importantly... not all advice is right for **you**.

The Dangerous Truth About “Good Ideas”

Most business owners are not failing because they lack ideas. They are overwhelmed with them.

They hear something that sounds smart, they try it. They hear something else, they pivot.

They hear another strategy, they shift again. And before they know it, they are chasing ten different directions with no real traction.

Here is what I have seen repeatedly:

Good advice at the wrong time becomes bad strategy.

A Real Example

I was sitting at a mastermind table with a group of business owners. One owner was running about a \$5 million company and wanted to grow to \$10 million. Naturally, the recommendations and conversation turned to growth.

More leads. More marketing. More exposure.

Sounds right, right? But there was one problem.

His business was already at capacity. He could not handle more customers with his current team, systems, and structure. So what would happen if he followed that advice?

More marketing would create more demand. More demand would create more pressure. More pressure would break the system.

That is not growth. That is chaos.

The Right Question Most People Skip

Instead of asking, “What should I do next?” The better question is:

“What problem am I actually solving right now?”

Because until you are clear on that, every new idea feels like the answer. And that is how businesses drift.

Context Matters More Than Content

Advice without context is noise. The strategy that works for:

- A startup
- A scaling company
- A mature business

...are not the same.

The tactic that works in one industry may fail in another. The move that worked last year may not work this year. That is why blindly following advice is dangerous.

You are applying someone else’s playbook to your situation without understanding if it fits.

This Is Why Coaching Matters

This is where the right guidance changes everything. A good coach does not just provide ideas. They help you:

- Filter through your current challenges and opportunities
- Identify the real bottleneck, if any
- Prioritize what really matters most
- Sequence your next steps correctly

Because in business, **order matters**. Do not fix marketing if your operations are broken. Do not chase growth if you cannot deliver. Do not scale chaos.

Filter Everything

As a leader, your job is not just to take in information. Your job is to **filter it**.

Before you act on any advice, ask:

- Does this solve the problem I am currently experiencing?
- Is this the right move right now?
- Do I have the systems to support this?
- Am I being reactive... or strategic?

Because not every opportunity is an opportunity. Sometimes it is just a distraction in disguise.

Final Thought

Information is everywhere. Clarity is rare. The difference between businesses that grow and businesses that stall is not effort. It is **discernment**.

So be careful who you listen to. Because the wrong advice, at the wrong time, in the wrong order... Will cost you more than doing nothing at all.



ABOUT COACH MICHAEL

Coach Michael Dill works with business owners and leadership teams to create clarity,

structure, and real accountability inside their organizations. His approach is simple and direct: **Attitude. Action. Results.** Through coaching, workshops, and other programs, he helps leaders focus on what actually moves the needle and stop chasing distractions. If you are ready to simplify your strategy and execute with clarity, you are in the right place. BusinessCoachMichaelDill.com



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MARC DEVISSE

FLORIDA ROOFING AND GUTTERS

PRECIOUS PEACE OF MIND

BY JESS WELLAR
PHOTOS BY NEW FRAME PHOTOGRAPHY

In Southwest Florida, a roof isn't just another line item on a home inspection report, its protection, property value, and a major factor in real estate transactions. With stormy weather inevitable, having a reliable roofing partnership is an absolute necessity.

Marc Devisse, president of Florida Roofing and Gutters, understands that better than most. What began as a branch of his construction company has grown into a statewide roofing operation completing an average of 500 roofs a year, serving homeowners, investors, and real estate professionals who can't afford surprises when it comes to what's overhead.

Roofing Done Right

At its core, Florida Roofing and Gutters provides residential and commercial

roofing services, including roof repairs, full roof replacements, inspections, and professional gutter installation. But service alone isn't enough in Florida. Durability matters.

"We focus on delivering durable, code-compliant roofing systems designed to stand up to Florida's unique weather conditions," Marc explains. "That's the idea behind our company tagline as well: *Built on Integrity. Designed to Last.*"

From Southwest Florida throughout the entire state — with branch offices in Orlando, Tampa, and Jacksonville — Marc leads a team of 20 employees and trusted crews who understand high expectations.

Originally launched as a roofing branch of Tri Town Construction in 2010 (a company Marc started in 2006), Florida Roofing and Gutters eventually separated into its own entity to better reflect its specialty focus. Today, the company even operates outside of Florida under the name Freedom Roofing Group.

Construction to Roofing Leader

Born in Chicago and raised in Southwest Florida for the past 35 years, Marc watched the local real estate boom unfold around him while studying marketing at Florida Gulf Coast University.

"Everyone my age was in real estate, mortgages or construction," he recalls with a chuckle.

While still in college, Marc worked for a developer who was also a Realtor, becoming a construction manager at just 20 years old. Then, the market shifted and he was let go.

"I collected unemployment for one week and then I started Tri Town Construction at age 22," he remembers. "I got my general contractor license and started with really small projects and have been growing ever since."

That decision laid the groundwork for what would eventually become Florida Roofing and Gutters. With 15 years of roofing experience in his tool belt, Marc



“WE BELIEVE IN BEING UPFRONT, EDUCATING OUR CLIENTS, AND SETTING CLEAR EXPECTATIONS FROM THE START.”



noticed a gap in the market — not just in craftsmanship, but in communication.

“Over the years, I saw too many homeowners and Realtors frustrated by poor communication and unreliable contractors. I knew there was a better way, and that’s what inspired me to build Florida Roofing and Gutters around honesty, accountability, and service.”

Operating on Trust — Not Pressure

At its core, Marc’s business philosophy centers on transparency and relationships.

“We believe in being upfront, educating our clients, and setting clear expectations from the start,” he emphasizes.

Florida Roofing and Gutters even offers a free online estimator directly on their website, allowing homeowners and agents to get a starting point before picking up the phone.

“There’s no pressure, no unnecessary upselling — just straightforward advice and quality work,” Marc states simply.

The company also operates a full metal shop specializing in metal roofing, manufacturing in-house and taking on large-scale projects, including the Sanibel Harbour Yacht Club.

Recognition has followed, too. Tri Town Construction was named a Small Business of the Year finalist, and Marc earned 40 Under 40 honors from Gulf Shore Business. With his roofing business boasting a 4.8-star Google rating and an A+ with the BBB, the numbers reinforce what his clients already know.

A Dependable Partner

Marc understands that when a deal is on the line, timing is critical and communication is everything. Inspection repairs, full replacements, documentation for underwriting — it all requires speed and precision.

“Whether it’s an inspection repair or a full roof replacement, we work efficiently, keep everyone informed, and



Marc Devisse is the owner of Florida Roofing and Gutters.

help ensure transactions move forward smoothly,” he affirms.

That reliability matters even more in a market that fluctuates with the weather.

“It’s slow at the moment because it’s not raining; it’s like an oil light going on in your car ... You don’t think about it until that light goes on. It’s the same thing with roofs.”

He continues, “However, when the rains come, people start thinking about getting their roofs checked.”

Even during slower weather cycles, though, hurricane-related work keeps his crews active. Marc strongly encourages annual roof checks and

maintenance to maximize longevity, especially in a climate that doesn’t forgive neglect.

“You can’t just forget about regular roof maintenance because you have a 10-year warranty,” he cautions. “It doesn’t work that way.”

Beyond the Business

Despite overseeing hundreds of projects a year, Marc’s top priority remains home. He lives in Bonita Springs with his wife Natalie, their son Dylan (17), daughter Capri (2), and another baby on the way.

“Family is very important to me,” he shares. “Nothing is more important than spending time with my wife and kids.”

When he’s not managing crews or meeting with clients, you’ll likely find him boating or soaking up the sun outdoors. Travel is a shared passion of his and Natalie’s, from Europe to Central America to the last Superbowl, with Peru next on the list.

Looking ahead, continued expansion remains part of the plan. Marc notes they are always looking for top talent and will continue expanding outside of Florida while focusing on the fundamentals. Despite the scale of Marc’s business over the years though, the motivation still remains close to home.

“At Florida Roofing and Gutters, we’re proud to be part of the local community and the real estate community,” he concludes. “We believe strong partnerships are built on trust, responsiveness, and consistent results. Our goal is to be the roofing company that Realtors feel confident recommending to their clients every time.”

For expert roofing service, contact Marc Devisse at Florida Roofing and Gutters at 239-966-7663 or visit FloridaRoofingandGutters.com to use their free online roof estimator today.



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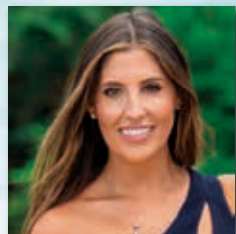
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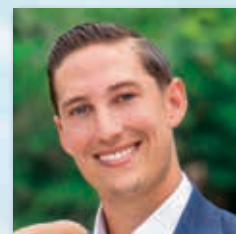
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PATTY DOVICH

Natural Advocate and True MVP

BY JESS WELLAR • PHOTOS BY LACASATOUR

“I was first introduced to real estate at age 18 as an office admin, and was inspired by a wise agent in my office who always did what was right for her clients,” Patty Dovichi recalls. “She was such an interesting character and everyone would congregate to hear her stories. After moving to the United States and receiving my Green Card and eventual citizenship, I knew real estate was the path I wanted to pursue.”

More than two decades later, that early inspiration still shapes how Patty shows up for her clients. Now a Real Estate Advisor and Power Agent with Realty ONE Group MVP in Naples known for her deep expertise in her local community, she was the number one REALTOR® in her zip code last year and ranked in the top one percent at her brokerage — number nine out of approximately 1,100 agents. But for Patty, the accolades matter much less than the tremendous responsibility that comes with them.

Roots and Resolve

Patty was born and raised in Thunder Bay, Ontario, and introduced to real estate at just 18 years old while working as an office administrator in a real estate and insurance office. Long before she ever carried a license, she was watching transactions unfold from the inside and studying the professionals around her.

Patty carried with her not only administrative experience, but grit earned working in her family’s forestry business operating heavy equipment and building roads. She notes that season taught her discipline, resilience, and a strong work ethic that she still carries with her today.

Once she married her husband and left Canada behind, though, she knew exactly what she wanted to do.

“I just dove right into real estate and I think I had my first sale within two months, thanks to a referral from my husband!” she recalls with a smile.

Licensed in Florida since 2003, Patty has now spent 23 years refining her craft in a market she has loved since her family began visiting Naples in the 1980s. She officially made it her permanent home in 2011.

Mentorship also played an important role in shaping Patty’s early career. Kathy Holbrook helped her get started early on and later became the reason Patty joined MVP in 2017.

“My current broker, Derek Carlson, has also been incredibly helpful and wonderful,” she acknowledges. “He provided strong systems





“

I DEFINE SUCCESS BY THE TRUST
MY CLIENTS PLACE IN ME.

**If my clients feel protected, informed,
and confident in their decisions,
then I have done my job well.”**

Patty Dovichi is an agent with Realty ONE Group MVP.

and a culture of integrity that allowed me to hit the ground running when I came aboard.”

Advocate First

While many agents focus on growth through volume, Patty has built her reputation on relationships. Her business is structured intentionally: she operates as a solo agent with a dedicated assistant managing operations so she can give clients her full attention. Every showing, negotiation, and contract review is handled with care.

Last year alone, Patty closed nearly \$16.2 million across 53 transactions, including rentals, and recorded the highest number of deals in her office. Yet when asked how she defines success, she circles back to relationships.

“I define success by the trust my clients place in me,” she explains. “If my clients feel protected, informed, and confident in their decisions, then I have done my job well.”

That word — protected — comes up often in conversation with Patty. After Hurricane Irma, Patty personally drove through her community checking on homes and sending updates to clients who were out of town, reinforcing the trust she had built with the neighborhood.



She approaches each transaction with a watchful, detail-oriented mindset, determined to ensure her clients understand what they are signing and why it matters.

Patty is also known for being truthful, even when honesty requires difficult conversations such as “advising them not to move forward with a transaction.”

Her philosophy is rooted in faith and reinforced by lived experience. Both she and her husband have faced significant health challenges over the years, including his quadruple bypass surgery and recent foot amputation, along with her own health issues.

Through it all, Patty continued running her business while caring for her family. Now, when clients are



navigating uncertainty, whether financial, medical, or emotional, Patty understands in a very real way what resilience and empathy looks like.

“My faith gave me strength and perspective,” she shares. “I learned to trust God, take things one day at a time, and remain grateful.”

Faith is also woven into her weekly routines. She attends Grow Church locally and shares daily Bible verses on social media. She says her mother’s guidance still echoes in her decisions to this day: “Do unto others as you would have done unto you,” and “a job worth doing is worth doing right the first time.”

Home and Heart

At home, Patty and Rocky have been married for 24 years and share their life with three



irresistible rescue cats: Zephyr, Maisy, and Leo, their newest addition. Their days are intentionally simple: time together, gratitude for everyday blessings, and quiet moments that matter.

When she's not working, Patty finds great joy in cooking, particularly gravitating to Italian cuisine in honor of her husband's heritage, along with gardening, and preserving what she grows by canning. Her family also proudly supports Naples Cat Alliance/Purradise Gardens, another extension of her soft spot for felines.

Looking ahead, Patty remains focused on serving well rather than chasing status. And expansion, for her, will never come at the expense of her integrity or sacrifice exceptional quality.

"I am grateful for the trust I have built within my community and look forward to continuing to serve my clients with integrity and care," she concludes thoughtfully. "As my business grows, I expect to work more within the luxury market while maintaining the same level of personal service and attention that my clients value." 🍷



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Double the Disruption

Brian + Jason KNOX

BY JESS WELLAR
PHOTOS BY MICHELLE REED PHOTOGRAPHY



“Most agents in Naples compete on relationships,” Brian Knox points out. “We compete on relationships and intelligence — and the difference shows up in outcomes.”

More than a slick soundbite, that’s the key to understanding how Brian and Jason Knox have quickly positioned themselves as one of the most strategic and forward-thinking teams in Naples luxury real estate. As co-founders of Knox Brothers Real Estate at Compass Florida, the twins are blending deep local roots with a modern, intelligence-driven approach that is reshaping expectations at the highest level of the market.

Early Foundations for Success

Raised in Naples after their family relocated from Texas in 1989, the brothers grew up watching the area transform into one of the most sought-after luxury destinations in the country. That long-term perspective now informs how they guide clients patiently through the process.

Jason entered the business first in 2017 after nearly a decade in the textile and

uniform industry, where he managed complex commercial contracts and developed a sharp instinct for negotiation.

“I realized what actually energized me wasn’t the industry, it was the complexity,” Jason explains. “Solving multi-party problems, finding leverage where others didn’t see it, navigating deals where the outcome depended on preparation and positioning.”

Brian’s own leap into the business came two years later, following a pivotal moment in New York City, where he had been working in early-stage software companies for close to a decade. At the time, he was interviewing for a senior

leadership role, one that, on paper, checked all the boxes. But as the conversation unfolded, something felt off.

Instead of a dialogue about vision or alignment, the meeting became a one-sided breakdown of expectations — 90-plus hours a week, constant travel, and total commitment — without any regard for what Brian actually wanted to build for himself.

“I walked away from that lunch and asked myself a question that changed everything: ‘Why would I pour that kind of energy into someone else’s vision when I could build my own?’” Brian recalls.

That decision brought him back to Naples in 2019

with a clear objective: to apply a more strategic, data-driven model to a market that had long relied on traditional brokerage. Together, the brothers formally partnered that same year, combining Jason's deal-making instincts with Brian's systems-oriented growth mindset.

Intelligence Over Instinct

What truly separates the Knox Brothers isn't just their background, though, it's how deliberately they've designed their business to raise the industry standard for adding value.

"Luxury real estate in Naples requires strategic



Top performers Jason (left) and Brian (right) Knox lead the Knox Brothers Real Estate team at Compass Florida.

advisory, proprietary market intelligence, and a long-term relationship approach," Jason offers.

That belief shows up in everything they do. From their pre-market access network, known as The Vault, to their Naples Intelligence Report built on dozens of data sources and leading indicators, both brothers approach each transaction with a level of preparation that mirrors private wealth advisory more than traditional real estate.

At the same time, their commitment to integrity remains non-negotiable.

"In this business, you face moments every week where cutting a corner would be the easier path," Jason admits. "We don't take it. Ever. Our clients trust us with the largest financial decisions of their lives, and you don't earn the right to carry that

by being clever — you earn it by being honest."

Brian is quick to add that the merits behind their "follow-through, not just following up" approach is what ultimately wins the long game: "The fastest way to build a reputation in this business is to become the person who never leaves anything incomplete," he emphasizes. "Clients notice. Other agents notice. And over time, that consistency compounds into something no marketing budget can buy: trust."

That philosophy has fueled impressive results. In 2025 alone, the Knox Brothers closed more than \$117 million across 37 transactions and were selected for Compass' 2026 National Top Producer Program, placing them among just 335 agents nationwide recognized at that level, out of over 40,000 peers.



The fastest way to build a reputation in this business is to become the **PERSON WHO NEVER LEAVES ANYTHING INCOMPLETE.**"





“My wife and my daughter are my motivation,” Jason shares. “Everything I build — the business, the reputation, the relationships — I want them to see what it looks like when you pour yourself into something with intention.”

For Brian, the same ambitious drive comes from within: “I’ve always been someone who dreams disproportionately big relative to where I am,” he smiles. “The distance between where we are and where I know we’re going is what motivates me. I’m

not chasing a number, I’m chasing a standard.”

Life Outside the Office

Away from the deal flow and data, both brothers stay grounded in the routines and relationships that matter most. For Jason, that means prioritizing time at home with his wife Brittany, playing on the floor with their 4-month-old daughter Callaway, and tug-of-war with their goldendoodle, Ovi. Whether it’s cooking a new recipe or simply being present during this precious, fleeting season of life,

“We’re not doing what everyone else does a little better, WE’RE DOING SOMETHING FUNDAMENTALLY DIFFERENT.”

family remains at the center of Jason’s world.

Brian channels his focus into discipline and wellness, starting most days early with training before heading into the demands of the business.

“Fitness isn’t a hobby; it’s how I stay sharp,” he elaborates. “It’s the foundation that allows me to operate at a high level for our clients and for Jason.”

Both brothers also share a love for golf, a constant that gives them a chance to reset while still feeding their competitive edge. And for Jason, travel is another outlet to rest and recharge.

“Next up, my wife and I are going to Africa at the end of July,” Jason grins. “I won a raffle for a six-night safari in South Africa’s Kruger National Park and I can’t wait!”

Beyond their business, the brothers are also intentional about giving back. Through their support of Pathways Early Education Center of Immokalee, they are investing in opportunities for families in one of Southwest Florida’s most underserved communities.

“Immokalee is less than an hour from the luxury corridors of Naples, and that proximity makes the contrast — and the opportunity to

make a difference — impossible to ignore,” Brian points out. “For us, being part of the Naples community means more than serving its real estate market. It means investing in the people and places that make this area what it is.”

Looking ahead, the Knox brothers’ vision remains as ambitious as ever, with a focus on scaling their advisory model without losing the personal accountability that defines their brand.

“The real estate industry is at an inflection point,” Brian points out. “Most firms are bolting technology onto an outdated model. However, we’re building the model around the technology — proprietary data systems, predictive analytics, AI-powered market intelligence — so that every decision our clients make is informed by better information than what any other team in Naples can provide.”

And for Jason and Brian, that exciting future is already taking shape.

“The agents who will define the next chapter are the ones who combine relationships with real intelligence,” Brian concludes. “We’re not doing what everyone else does a little better, we’re doing something fundamentally different.”



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