

TAMPA BAY

SEPTEMBER 2026

REAL PRODUCERS[®]

Valeria
Aliaga



Sponsor Spotlight
**ON POINT
CONSTRUCTION**

Rising Star
RYAN ZAMPINO

Making A Difference
MARK BASERAP

PHOTO CREDIT: CAROL
WALKER/THOMAS
BRUCE STUDIOS

CONNECTING. ELEVATING. INSPIRING.



DL CABINETRY

TAMPA, FL | (813) 446-1423 | DLCABINETRY.COM

Gerardo Balmaseda - Business Development Rep
Gerardo.B@dlcabinetry.com

Built for Builders Who Expect More

Premium cabinetry solutions for
new construction & multifamily projects

- ✓ Kitchens · Bathrooms · Multifamily
- ✓ Fast Turnaround & Reliable Supply
- ✓ 20+ Years Supporting Builders

REQUEST MORE INFORMATION HERE
Priority Pricing • Dedicated Support • Scalable Supply



SCAN ME!

We specialize in semi-custom cabinets for residential and commercial projects

DLcabinetry.com

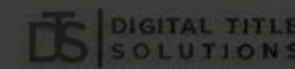
5433 W Sligh Ave, Tampa, FL 33634

MDRN

I N S U R A N C E

813.725.6445

*Taking care of the insurance needs of real
estate agents and their clients to ensure
smooth and timely closings.*



**DIGITAL TITLE
SOLUTIONS**

813.280.1920

*Peace of mind for your clients' largest and
most important transactions with service
that goes above and beyond.*

**TWO GREAT COMPANIES TOGETHER,
HERE TO HANDLE ALL YOUR CLIENTS' NEEDS!**

607 W Horatio St Tampa, FL 33606

Get Homes Market-Ready

Life transitions are *hard*, we make it **easy**.



home clear outs



painting



install flooring



landscaping



move out cleans

Get in touch.

Mark & Carrie Snyder
Tampa-St. Petersburg
Owners

727-902-4452



HOME
stretch



LET THE FROID AGENCY WITH
GOOSEHEAD INSURANCE HELP MAKE
YOUR REAL ESTATE TRANSACTIONS
SMOOTH, FAST, AND RELIABLE.

HARRISON FROID
(727) 914-9775

License #W097900

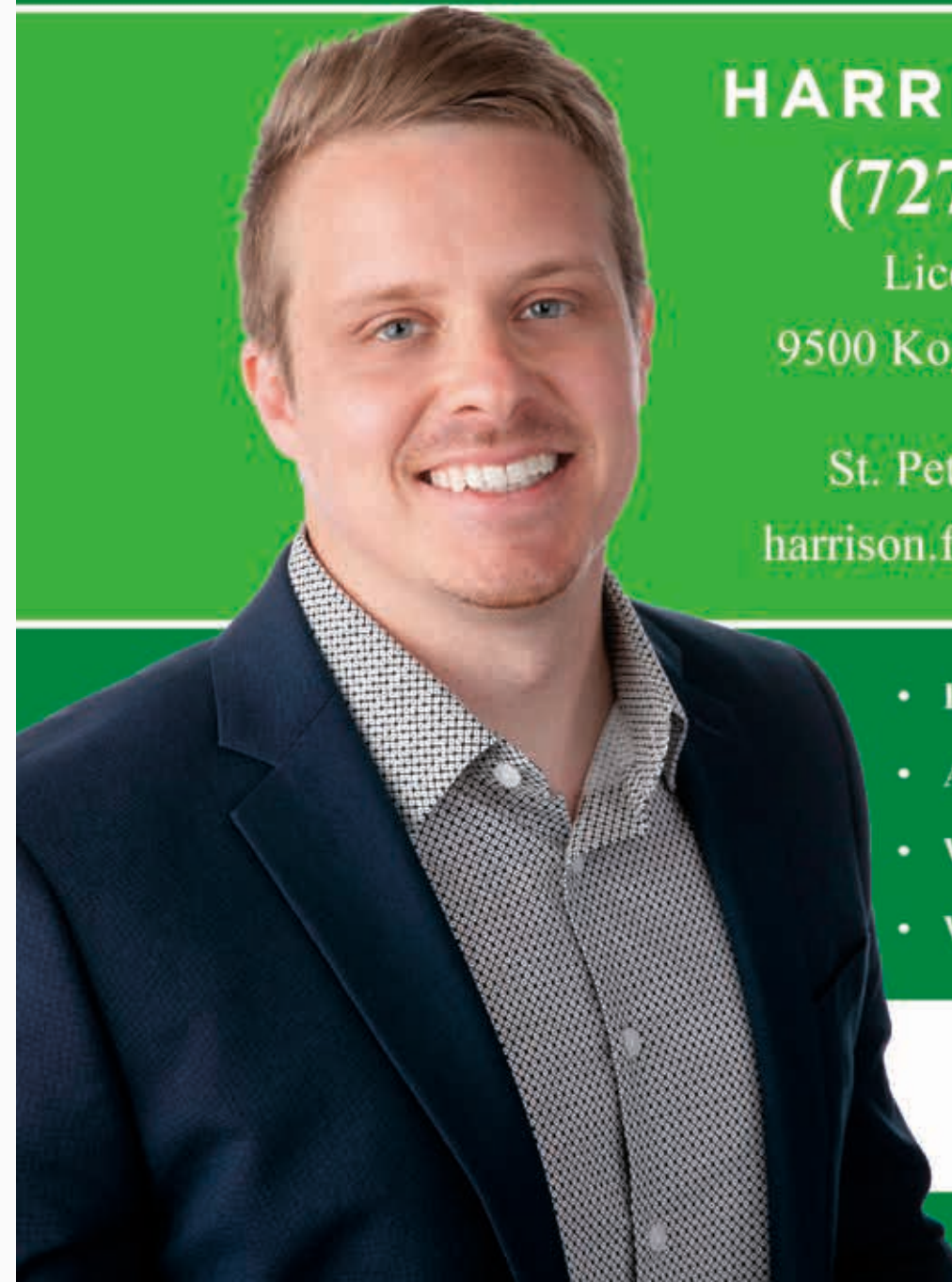
9500 Koger Boulevard North,
Suite 215

St. Petersburg, FL 33702

harrison.froid@goosehead.com

- Lender/Realtor Focused
- Access to 40+ A-Rated Carriers
- White-Glove Client Service
- We Shop, They Save!

 **goosehead**SM
INSURANCE
THE FROID AGENCY



ANNIEMAC
PRIVATE
EQUITY

Cash2Keys

WIN MORE OFFERS

with AnnieMac's
Cash2Keys!

Help your clients stand out in a competitive market with all-cash solutions that sellers can't resist. Our unique programs provide the edge they need to secure their dream home.

Ask me about Cash Offer
and Buy-Now-Sell-Later.



ANNIE MAC
HOME MORTGAGE

NMLS#: 338923



TEAM KATIE
THE MORTGAGE Lady

Partner with me to make your clients'
dream home a reality!



Katie Weldon
Branch Manager
NMLS #: 1094433
(978) 751-1934
katie@annie-mac.com
www.teamkatie.com

AnnieMac Home Mortgage, 411 Apollo Beach Blvd Suite 700, Apollo Beach FL 33572. • American Neighborhood Mortgage Acceptance Company LLC (dba AnnieMac Home Mortgage, OVM with AnnieMac Home Mortgage, Family First A Division of AnnieMac Home Mortgage) Georgia Residential Mortgage Licensee #41523, NMLS 338923, 700 East Gate Drive, Suite 400, Mount Laurel, NJ 08054. • "The C2K Cash Offer" and "Buy Now, Sell Later" and "Cash Bridge" programs are fulfilled by AnnieMac Private Equity Cash2Keys (Cash2Keys), an affiliate of AnnieMac Home Mortgage (AnnieMac). Cash2Keys is not a financial institution and does not originate or issue loan commitments. You must be pre-approved by Cash2Keys for the Cash Offer program's income and collateral requirements. Once approved, the offer and purchase will be in the name of Cash2Keys. You must then purchase the home from Cash2Keys within 180 days. You are required to pay all transfer taxes associated with the purchase of the home. Visit annie-mac.com/cash for terms and conditions on Cash Offer. For complete licensing information, please visit: www.annie-mac.com/page/licensing

LISTINGS THAT STAND OUT. HOMES THAT SELL.

From stunning photography to immersive 3D tours, we help realtors showcase properties, attract buyers, and close faster.

- **Professional Photography**
Interior, exterior, twilight & virtual staging
- **Video Tours**
HD walkthroughs, vertical reels & listing videos
- **Aerial Services**
Drone photos & video that elevate every listing
- **3D Tours**
Matterport, Zillow tours & floor plans

ABB
Visuals



INSPECTIONS THAT WEATHER THE MARKET



THOROUGH.
RELIABLE.
LOCAL.

Partner with inspectors
who know Florida—
and know what to look for.



PARAMOUNT
HOME INSPECTORS

813.616.1399

Paramountinspectors.com
Info@paramountinspectors.com

Preferred Partners

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

CABINETRY

DL Cabinetry - Tampa
(813) 243-5552
www.dlcabinetry.com

CUSTOM BUILDER

Gilk
gilk.com

HOME INSPECTION

A Radiant Property Inspection
Hank Lobdell
(813) 839-8416
Radiantinspect.com

Get the Facts Home Inspection
(813) 785-4620
getthefactshomeinspection.com

Home Integrity LLC
(727) 284-6784
homeintegrityllc.net

NextGen Inspections
Curtis Antoine
(407) 801-2682
nextgeninspectors.com

Paramount Home Inspectors
(813) 616-1399
paramountinspectors.com

HOME RENOVATION

On Point Construction Services, Inc
(866) 487-6676
www.itsonpointconstruction.com

HOME SERVICES

HOMEstretch
(727) 902-4452
home-stretch.com/
stpetersburg-clearwater

HOME STAGING

Sublime Staging
(813) 546-2503
sublimestaging.com

The Staging Company FL
(210) 900-7772

HOME WARRANTY

Fidelity National Home Warranty
Tara Davis
(813) 904-0253
www.homewarranty.com

First American Home Warranty
Dominic Rock
(813) 344-7525
firstamrealestate.com

Home Warranty of America
Tina Romanik
(727) 340-3737
hwahomewarranty.com

INSURANCE

Goosehead Insurance
(727) 914-9775
froidinsgroup.com

MDRN Insurance
(813) 725-6445
mdrninsurance.com

OneGroup
Jeremiah Flynn
(813) 602-9650
onegroup.com

Triton Insurance
(813) 967-3220
tritontampa.com/

LOCKBOX / ACCESS

SentriLock
Jocelyn Hodson
(937) 956-4505
SentriLock.com

MEDIA PRODUCTIONS

Rank Media LLC
(919) 889-9324
rankmediallc.com

MORTGAGE BROKER

Bay to Bay Lending
DJ Rondeau
(813) 251-2700
BaytoBayLending.com

Bock Mortgage Group
(727) 457-6498
bockmortgage.com

CrossCountry Mortgage (Sam Gay)
Sam Gay
(218) 340-6474
crosscountrymortgage.com/
Tampa-FL-3495/Samuel-Gay/

MORTGAGE LENDER

Cross Country Mortgage
Ryan Boyd
(727) 742-7966
BoydHomeLoanTeam.com

Jen Martinez Mortgage Team
Jennifer Martinez
(813) 480-4747
jenmartinez.com

Lincoln Lending Group
Frank Coto
(813) 765-1239
lincolnlend.com

Team Katie the Mortgage Lady
Katie Weldon
(978) 751-1934
teamkatie.com

MORTGAGE LENDING

Florida Wholesale Mortgage
(813) 420-3887
floridawholesalemortgages.com

PEST CONTROL

The Rodent Professionals
Dalton Ohara
(727) 922-4637
therodentprofessionals.com

PHOTOGRAPHY / PORTRAIT PHOTOGRAPHY

Thomas Bruce Studio
(727) 577-5626
thomasbruce.com

REAL ESTATE PHOTOGRAPHY / VIDEOGRAPHY

Totality Productions
(954) 445-4896
totalityproductions.com

REAL ESTATE PHOTOGRAPHY/VIDEOS

B Lively Images
Barry Lively
(813) 477-3398
LivelyListings.com

NTP 2 Photography
Eric Bunch
(813) 545-7569
ntp2.com

ROOFING

Magnum Restoration
(813) 606-4414
magnumrestoration.com

SCM Roofing
Shawn Alverson
(239) 339-7756
scmroofingfl.com

STAFFING / RECRUITING

Quintessential Agent Recruiting, LLC
(813) 956-5621
quintessentialagentrecruiting.com

TERMITE & PEST CONTROL

Integrity Safer Lawns and Homes
(813) 526-2638

TITLE AGENCY/ ATTORNEY

JK Closing Attorneys
(727) 432-8878
jkclosings.com

TITLE COMPANY

Blue Brick Title & Escrow
(727) 441-8880
bluebricktitle.com

Coastal Title Solutions
Jennifer McAlpine
(831) 760-9459
coastaltitlellc.com

Digital Title Solutions
(813) 280-1920
digitaltitlesolutions.com

Investment Title
(727) 359-6898
investmenttitle.com

Red Door Title
Katelyn Taylor
(813) 420-5612
reddoortitlegroup.com

University Title Agency
Lori LaCoppola
(813) 422-1328
u-titleagency.com

UTILITY CONCIERGE

Utility Helpers, LLC
utilityhelpers.com

VIDEOGRAPHER

AB 3 Visuals, LLC
(727) 203-4223
ab3visuals.com

Impressive Perspective
(813) 842-4597
impressiveperspective.com



Nominate Your Favorite Vendors

Just Scan The QR Code!



NOMINATE YOUR FAVORITE VENDORS

Meet The Team



Don Hill
Area Director



Elizabeth McCabe
Director of Business Development



Dave Danielson
Writer



Megan Sullivan
Client Experience Director



Julisa Luciano
Event Coordinator



Brandon Sabbag
Account Executive



Lori LaCoppola
Client Relations Director



Carol Walker
Professional Photographer
Thomas Bruce Studio



Allie Serrano
Professional Photographer
Allie Serrano Portraits, LLC



Barry Lively
Professional Photographer
B. Lively Images



Gerardo Luna
Photographer



Rob Horne
Videographer



Eric Bunch
Event Photographer

Samuel Gay
Producing Branch Manager
Retail NMLS #1510991



Let's keep the lines of communication open!

218.340.6474

1208 E Kennedy Blvd,
Office 231 Tampa, FL 33602

samuel.gay@ccm.com

CROSSCOUNTRY
MORTGAGE™

I'll ensure you're always informed throughout your mortgage journey, from start to finish, and I'm here to answer any questions you have along the way. Whether you're buying, refinancing, or renovating, count on me for a friendly and top-notch home loan experience tailored just for you!



MAGNUM
ROOFING & RESTORATION

LOCAL ROOFING EXPERT
Specialize in Re-Roofing
All Roofing Systems

Don't lose another deal because of the age of the roof...
**ASK US ABOUT OUR ESCROW
ROOF REPLACEMENTS!!**



21129 Leonard Road | Lutz, FL 33558
tel 813-606-4414 | fax 888-773-4346
www.MagnumRestoration.com

TOP-RATED ROOFING CONTRACTOR | TOP RATED ON GOOGLE

CCC1331334



**Move-in Day
Made Simpler**

When move-in madness strikes, be thankful for home warranties. Our benefits begin on day 1 of coverage, offering valuable relief if covered appliances and systems unexpectedly break.

Contact me for details.



firstamrealestate.com
Phone Orders: 800-444-9030



First American
Home Warranty™

©2025 First American Home Warranty Corporation. All rights reserved. FA_ADMRP_DR0CK_9_26

Your Local Resource
Dominic Rock
813-344-7525
dorock@fahw.com



Empowering agents with service
that builds lifelong clients

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

Staging boosts sale speed by 73%...

Saves up to 60% on price reductions...

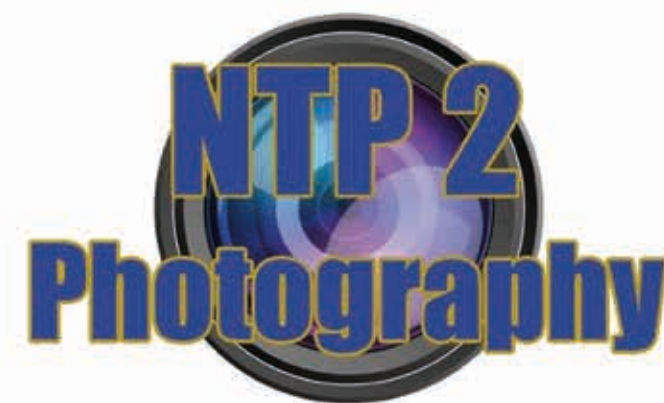
81% of buyers report increased interest.

OPTIMIZE YOUR LISTING

Staged homes sell faster. Your clients notice.

Scan to get your game plan.

THE STAGING CO.



Book a Listing & Headshot Session Today!

Email: contactus@ntp2.com

Phone: 813-545-7569

17401 Commerce Park Boulevard
Suite 103-1116, Tampa, Florida 33647



PEST CONTROL SERVICES

If you have a rodent or wildlife issue at home, or if you just need some reassurance, give us a call today to schedule a **100% free inspection!**

Our Services Include :

- ✓ Trapping
- ✓ Repellents/Deterrents
- ✓ Sanitation
- ✓ Home Exclusion
- ✓ And More!

CONTACT US! DALTONOHARA@THERODENTPROFESSIONALS.COM
727-922-4637

600 CLEVELAND STREET SUITE 374
CLEARWATER, FL 33755

The Rodent Pros Offer rodent trapping, rodent removal, rodent exclusion, rodent sanitation and rodent remediation services to all cities within a 50 miles radius of Tampa Florida.



VALERIA ALIAGA

Isn't Chasing Sales.
She's Showing Up for People.

BY ELIZABETH MCCABE
PHOTO CREDIT: CAROL WALKER/
THOMAS BRUCE STUDIOS

“I compare myself to myself,”

says Valeria Aliaga, and that one line tells you almost everything about how she operates. In a business where it's easy to get caught up in numbers, rankings, and what everyone else is doing, Valeria has built her career a different way—focused inward, grounded in her values, and driven by something much deeper than production. And yet, the results speak for themselves: seventy closings her first full year, one hundred and ten the next, and no signs of slowing down.

But if you ask her what's behind it, she won't talk about numbers first. She'll talk about people.

“I love helping people,” she says. “That's my biggest passion. That's my core value.”

And it doesn't feel like a line. It feels like the foundation.

Valeria's path here was one of a kind, and in many ways, that's exactly what makes her so good at what she does. Originally from Ecuador, she moved to the United States when she was just three years old, but her upbringing was anything but rooted in one place. During high school alone, she lived in the Dominican Republic, Chile, Ecuador, and then returned to the U.S. for her final year. It could have been destabilizing, but instead, it shaped her.

“It made me open-minded,” she says.

It also gave her the ability to connect quickly, adapt easily, and understand people from



different backgrounds in a way that can't be taught. She speaks fluent Spanish, can write it effortlessly, and moves comfortably between cultures, something that quietly but powerfully shows up in how she builds relationships today.

After high school, she earned a full ride to the University of South Florida and stepped into healthcare administration, a field that aligned with her heart for helping others. She started in social services and quickly moved up, going from an assistant role to director in just six months, and then into an executive-level position supporting leadership.

“I like to get things done,” she says. “I'll always do my best.”

Then COVID hit, and everything intensified. She was part of a team sent to open a state-run facility for COVID-positive patients who didn't require hospitalization, and while she handled it, the weight of it all stayed with her.

“I'm very empathetic,” she says. “I would take everything home.”

Over time, she realized something needed to change. The work mattered, but also how people were treated, and she couldn't ignore what she was seeing or feeling.

That's when her husband, Joe, stepped in and gave her the space to reset.

“He told me to walk away for over a year,” she says.

So she did. And then she pivoted.

Real estate crossed her mind. Joe had already gotten his license during their senior year of college, and Valeria had always been drawn to design, renovation, and the transformation of a space. It made sense, but more than that, it felt right.

“I'm a quick learner,” she says. And she proved it fast. She built a solid reputation through consistency, communication, and a willingness to go above and beyond in ways that aren't always convenient, but always matter.

If a client needs help, she helps. If a deal needs a little more to get it done, she steps in. She's given up commission when needed, not because she has to, but because she's playing a longer game, one built on trust.

“I feel blessed to be where I am,” she says with a heart of gratitude.

A large portion of her business comes from investors—clients who buy, renovate, and flip homes—but what stands out isn't just the volume, it's the loyalty. Many of them come back again and again, some working with her ten or more times over the past few years.

That doesn't happen by accident. It comes from showing up, staying in



growing, getting better, and hitting my own goals.”

At the center of it all is her faith. “Putting God first,” she says. “Giving all the glory to Him.” That’s what matters most to her.

At home, life is rewarding and relaxing. She and Joe, the love of her life, have been together for over a decade and were married in Cancun surrounded by more than 100 of their closest people. They share their home with three rescue dogs, which she laughs about calling them “my babies,” and spend most of their downtime in simple ways, such as cooking, watching movies, and just being together.

“That’s my favorite,” she says. “Just being home with the dogs.”

She comes from a big, close family as one of four sisters. Family is near and dear to her heart.

Looking ahead, Valeria is not just thinking about growing



communication, and never letting people feel like they’ve been forgotten.

“I’ll never understand agents who just disappear,” she says. “If I don’t know the answer, I’ll go get it.”

Then she adds something that feels simple, but

is actually everything: “Everyone wants to feel important and heard.” And that’s exactly how she treats people. For Valeria, success isn’t about chasing money or hitting a certain number. It’s more personal than that.

“I’m not very money-driven,” she says. “It’s more about

her business. She’s thinking about growing people. She’s already started bringing others in, training other realtors and a transaction coordinator, and stepping into more of a leadership role.

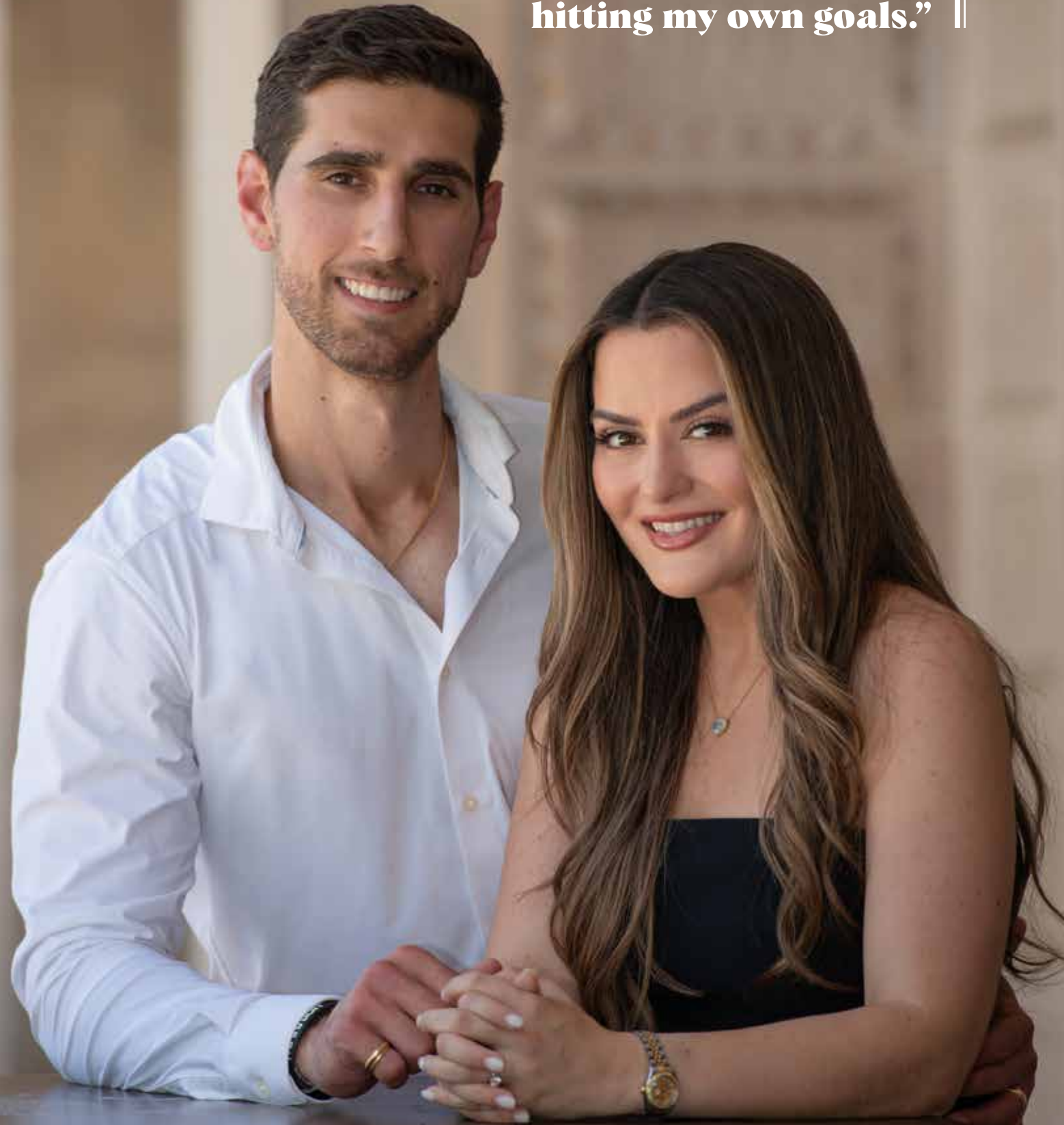
“I want to empower more women,” she says. “Help them become successful agents.”

Because for her, success isn’t something you keep. It’s something you pass on. And maybe that’s why her business keeps growing the way it does. Not because she’s chasing the next deal, but because she’s consistently showing up for the people right in front of her and that’s what they remember. ▼

CONTINUED ►



“I’m not very money-driven. It’s more about growing, getting better, and hitting my own goals.”





REMIND YOUR CLIENTS THERE ARE **MANY WAYS** TO LOWER THEIR **MORTGAGE RATE.**

Helping buyers understand their options can make homeownership feel more attainable.

-  **YOUR CREDIT SCORE:** Credit scores can play a big role in your mortgage rate.
-  **YOUR LOAN TYPE:** There are many types of loans, each offering different terms for qualified buyers.
-  **YOUR LOAN TERM:** Another factor to consider is the term of your loan. Just like with loan types, you have options.
-  **YOUR DOWN PAYMENT:** If you're a current homeowner looking to sell and make a move, you can use the home equity you've built over time toward the down payment on your next home.
-  **YOUR TEMPORARY BUYDOWN:** Have the seller or builder temporarily buy down your interest rate for up to three years.



NMLS ID #4102

Call us... We are here for you!
Llámanos... ¡Estamos aquí para ti!

 **(813) 251-2700**

 326 S. Hyde Park Ave., Tampa, FL 33606

 BayToBayLending.com |  info@BayToBayLending.com

Blue Brick

Title and Escrow



Dont Fumble the Closing!

Pass it to Blue Brick.



READY TO CLOSE LIKE A CHAMPION?

727-441-8880 | info@bluebricktitle.com | bluebricktitle.com

UNLOCK YOUR **DIGITAL POTENTIAL**

SOCIAL MEDIA | EMAIL | WEBSITE



How does it work?

Our team of experts help your business stay visible, credible, and connected online through expert social media, email marketing, and website solutions.

 Social Reach Affordable organic social media management	 Website Engage Smart website design with chatbot integration
 Email Connect Targeted email and SMS campaigns	VISIT WWW.N2.DIGITAL FOR MORE INFORMATION 

WHO CLEANING SERVICES

A Cleaner Property. A Stronger Reputation.

Professional Cleaning Services Realtors Trust.

WHO Cleaning Services helps real estate professionals make the right impression—every time.

From listing prep to move-outs, we deliver spotless, move-in ready spaces that help you sell faster and with confidence.

Licensed Bonded Insured

Why Realtors Choose WHO

- Reliable & On-Time**
We respect your time and your clients.
- Detail-Oriented**
We clean like your reputation depends on it.
- Flexible Scheduling**
We work around closings, showings, and deadlines.
- Realtor Referral Program**
Ask about our exclusive benefits for agents!

10% OFF YOUR 1ST CLEAN PROMO WHO

Perfect For:

- Pre-Listing & Listing Cleanings
- Open Houses & Showings
- Move In/Out Cleanings
- Short-Term Rentals (Air BnB)
- Office & Commercial Properties

Our Top Services

- Pre-Listing Cleaning**
Make every showing shine. We'll help your listings stand out.
- Air BnB Cleaning**
5-star cleanings for 5-star reviews.
- Commercial & Residential Cleaning**
Detailed, reliable cleaning for any space.
- Move In/Out Cleaning**
Stress-free transitions for your clients.

BOOK NOW
WWW.WHOCLEANING.COM
727.418.0546

Reliable, Trustworthy, Attention to Detail

RED DOOR TITLE

RED DOOR TITLE IS PROUD TO BE PART OF BRINGING YOUR CLIENTS home!

RedDoorTitleGroup.com

WHAT sets us apart?

- No Wire Fees
- Wire at Closing
- Covered Mobile Closer Fees
- Emergency Access on Nights and Weekends
- Attorney on Standby
- 1 on 1 Relationship with your Rep
- Geo-Targeting Tools
- Print Marketing Tools
- Palm Agent App & Listing 2 Leads

TAKE ADVANTAGE OF OUR free resources!

PalmAgent ONE

Our free marketing app will give you access to branded net sheets, REFI quotes, buyer estimates, TONS of calculators, & so much more!

KATELYN DAX
BUSINESS DEVELOPMENT

813-420-5612
katelyn@reddortitlegroup.com
@RedDoorTitleGroup

NextGen Inspections

Residential & Commercial • Sewer Scopes
WDO • Air Quality Tests • Water Quality Tests
Free Repair Estimates • Pay at Closing Options

CALL NOW AT (813) 829-1835

To sell high-end, you have to LOOK high-end!
Tampa Bay's Top Producers trust Tampa Bay's Top Portrait Photographer with their image- shouldn't YOU?



THOMAS BRUCE
Studio

Creating Award-winning Portraiture since 1973

Feature Photographer for Real Producers and Stroll Snell Isle Magazine for 13 years!

Carol Walker
Master Photographer
Florida Degree of Photographic Excellence,
Florida Education Degree, Florida Service Award
Owner/Portrait Artist



Book Yours Today! • (727) 577-5626 • www.thomasbruce.com

RYAN ZAMPINO

WRITTEN BY ELIZABETH MCCABE
PHOTO CREDIT: GERARDO LUNA

He Waited Two Years for One Deal. HE NEVER STOPPED BELIEVING.



Most people would have quit.

After earning his real estate license four years ago, Ryan Zampino spent nearly two years chasing a dream that refused to take off. While many new agents quickly become discouraged when the phone doesn't ring, Ryan refused to walk away. Instead, he worked two jobs, bartending weddings across Florida while trying to build a real estate career one conversation at a time.

Then one YouTube lead changed everything.

"I took that one check and stretched it as far as I possibly could," Ryan says. "I knew I had to make it work."

Today, at just 22 years old, Ryan has become one of the area's fastest-growing young agents by embracing something many REALTORS® initially overlooked: social media.

Betting on Himself

Real estate wasn't a random career choice. Even as a kid, Ryan found himself scrolling through Zillow simply for fun.

"When my parents were moving, I'd always ask if we could go look at houses," he recalls. "I loved touring homes before I even knew all the real estate terminology."

While many of his friends were still deciding what career path to pursue after high school, Ryan was already fascinated by the investment side of real estate.

"I realized that owning a home is one of the biggest assets most people will ever have," he says. "I wanted to understand everything about it."

He earned his real estate license shortly after high school, but success didn't come overnight. To pay the bills, Ryan continued operating a mobile bartending business, traveling throughout Florida to serve weddings and special events while building his real estate business on the side.

"It was definitely a slower start," he says. "I was working two jobs because I still needed income to live."

The Deal That Changed Everything

Nearly two years passed before Ryan closed his first transaction. Ironically, it didn't come from an expensive marketing campaign or a personal referral. It came from YouTube.

That first closing gave him more than a commission check. It gave him confidence.

Ryan made a bold decision. He quit bartending and committed himself to real estate full time.

"Once I went all in, my career really started taking off," he says. "I was more focused because I had to make it work."

His mentor, Ray, had encouraged him through those difficult early years.



“Ray always told me, ‘Don’t give up, buddy. Keep pushing. Things will fall into place.’” Ryan took that advice to heart.

Building a Business Through Social Media

Instead of waiting for business to find him, Ryan decided to become his own marketing department. He began filming videos anywhere he could. He asked fellow agents if he could feature their listings. He toured new construction communities. He highlighted builder incentives, neighborhood amenities, and affordable financing opportunities.

Then he posted consistently.

“I just kept putting content out there,” he says.

His timing couldn’t have been better. As interest rates climbed following the pandemic, many builders began offering attractive incentives, including interest-rate buy-downs and thousands of dollars toward buyers’ closing costs.

Ryan created videos explaining those programs in simple, easy-to-understand language. For many first-time buyers, those incentives made homeownership suddenly feel possible again.

His audience grew rapidly. What began as educational videos soon evolved into one of his largest lead sources. TikTok, in particular, became a game changer.

“People thought TikTok was just dancing,” Ryan laughs. Instead, Ryan discovered that many first-time buyers in his own age group were actively searching for real estate information online.

“They wanted someone they could relate to.”

Over time, Ryan realized that people weren’t simply choosing a home—they were choosing the person they trusted to help guide them through one of the biggest financial decisions of their lives. That realization shifted the way he approached his content. Rather than simply showcasing properties, he focused on building a personal brand rooted in trust, education, authenticity,

and consistency. By letting viewers get to know his personality while continuing to provide valuable information, he created genuine relationships long before clients ever reached out.

“People want to know who they’re working with,” Ryan says. “The more authentic I became, the more people connected with me.”

Modern Marketing. Real Results. While social media helped launch Ryan’s business, it has evolved into something much bigger than simply creating content. Today, his marketing strategy centers on delivering maximum exposure for every listing through professional videography, strategic digital marketing, targeted online advertising, and compelling property presentation designed to put homes in front of the most qualified buyers from day one.

His philosophy is simple: exceptional marketing creates exceptional opportunities. Whether working with first-time buyers or sellers preparing to list their home, Ryan believes every client deserves a customized marketing plan that generates attention, builds excitement, and ultimately delivers stronger results.

That same marketing-first mindset has also positioned Ryan to expand into a new chapter of his business. While he built his career helping first-time buyers navigate new construction, he’s increasingly growing his presence within Tampa Bay’s luxury real estate market. His emphasis on presentation, branding, and strategic exposure translates naturally to higher-end properties, where first impressions and sophisticated marketing often make all the difference in attracting qualified buyers.

Helping First-Time Buyers Although Ryan enjoys every transaction, first-time buyers hold a special place in his heart.

“The process of buying your first home is exciting for everyone,” he says. “Being able to help people achieve that goal is what excites me the most.”

Having entered the profession at a young age, Ryan understands many of the questions and concerns younger buyers face. He also knows the value of education. Whether he’s explaining financing options, builder incentives, or simply walking clients through each step of the process, Ryan focuses on making what can feel overwhelming much easier to understand.

He starts his week by following up with current clients, checking

“
The process of buying your first home is exciting for everyone.
BEING ABLE TO HELP PEOPLE ACHIEVE THAT GOAL IS WHAT EXCITES ME THE MOST.”

in with referrals, reaching out to past customers, and planning his week.

Then it’s time to create content. A typical week includes filming multiple social media videos, attending listing appointments, cold calling expired listings, and meeting new people.

“I try to talk to someone new every single day who could potentially become a client or someone in the real estate industry.”

When it comes to work-life balance, Ryan smiles.

“I don’t really have one,” he admits. “Even on vacation, I’m answering my phone.” His clients know they can count on him.





Life Beyond Real Estate

Ryan was born in New York before moving to Florida as a toddler. While much of his extended family still lives in New York, Florida has always been home.

Outside of real estate, Ryan remains a devoted car enthusiast. He enjoys attending car shows, spending time at the beach, grabbing a great cup of coffee, and being with his family and girlfriend of more than a year.

Growing up, basketball also played a major role in shaping his mindset.

“The discipline I learned through sports definitely carries over into real estate,” he says.

Looking Ahead

Ryan has already accomplished one ambitious goal this year. Just six months into the year, he has matched his entire production from last year. Now, he’s aiming even higher.

His goal is to double his business while eventually building a real estate team focused on helping younger agents succeed through social media.

“I want to help them skip the mistakes I made starting out,” he says. “A lot of new agents waste time because they don’t know where to focus.”

For Ryan, success is about showing up every day, even when nothing seems to be happening.

Looking back, waiting nearly two years for that first closing no longer feels like lost time.

It taught him persistence.

And today, every new client, every new video, and every new closing is proof that sometimes the biggest breakthroughs come to those who simply refuse to quit. 🚀



“SCM Roofing was amazing and much faster than the others I called..” -Wesley Chapel Homeowner
 “Professional. Quick & Easy. Would definitely use again.” -Tampa Homeowner
 “Very Professional. Knowledgeable guys and zero trash was left behind!” -Tampa Homeowner”



SCM ROOFING is a GAF MasterElite Roofing Contractor

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

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

855-SCM-ROOF
 scmroofingfl.com

Licensed Florida Contractor #CCC1331132

**CAPTURE MOMENTS.
CREATE MEMORIES.**

Digital Assets For Luxury Agents

Complete Photo & Video Coverage - Interior/Exterior Aerial

ADD-ONS AVAILABLE:
 AGENT SPOTLIGHT - TWILIGHT EXTERIOR - 4K VIDEO -
 3D EXTERIOR MODEL - SOCIAL MEDIA CONTENT

**IMPRESSIVE
PERSPECTIVE**

ROB COX
 813-842-4597
 ROB@IMPRESSIVEPERSPECTIVE.COM

**STRATEGY.
PERSPECTIVE.
RESULTS.**

Justin Zastrow brings more than 25 years of real estate experience and the uncommon advantage of being both a licensed Florida Realtor® and Mortgage Loan Originator. This dual perspective allows him to evaluate each transaction from both sides of the table - the property and the financing - helping clients make smarter, more confident decisions.

Through his JUSTINCASE™ approach, Justin focuses on more than quoting rates. He structures mortgage solutions around each client's goals, financial comfort, and long-term position. His experience is especially valuable in complex transactions, investment scenarios, and high-value purchases where strategy, timing, and execution matter.

Affiliated with Lincoln Lending, Justin is committed to delivering clear guidance, disciplined loan structure, and a smoother path from application to closing.

“I don't just quote rates - I structure outcomes.”

Justin Zastrow
 Senior Loan Officer

Justin@LincolnLend.com
 Cell: 480.823.6122
 NMLS# 2054319

**LINCOLN
LENDING GROUP**
 813MORTGAGE.COM
 NMLS#355238



MEMBER PALOOZA

at the Trop

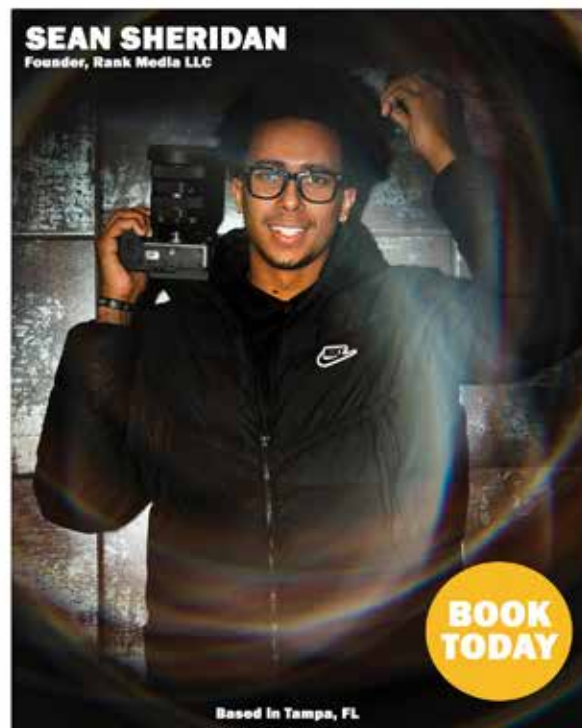
THURS. NOV. 19 * 11 A.M. - 2 P.M.

TROPICANA FIELD



SEAN SHERIDAN

Founder, Rank Media LLC



RANK MEDIA

FULL SERVICE REAL ESTATE MEDIA COMPANY

I assist real estate agents and brands stand out with high quality, strategic content that **drives attention and sales.**

- BRANDING & CONTENT STRATEGY
- LISTING PHOTOS & VIDEOS
- DRONE CONTENT
- SOCIAL MEDIA REELS
- AGENT BRANDING VIDEOS
- PROPERTY WEBSITES

Visit our **WEBSITE** for more info



RANK MEDIA LLC



www.rankmediallc.com



Simplify the activation of utilities and home services for your buyers! Our concierge service is THE one-stop source for coordinating, activating and educating your buyer on all their utility & home service needs!



Over 20,000 home buyers assisted!



5 Star Google Rating!



THE RYAN BOYD TEAM
CROSSCOUNTRY MORTGAGE™



Mortgage Executive
Magazine **Top 1%**
Mortgage Originators
in America 2025



Ryan Boyd

Loan Originator • NMLS1313799
M: 727.742.7966 • D: 813.345.4378
ryan.boyd@ccm.com
BoydHomeLoanTeam.com

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC NMLS3029 (www.nmlsconsumeraccess.org). 25LO_86b6ru7hw

BUILDING TRUST

ONE PROJECT AT A TIME



WHY HOMEOWNERS ACROSS TAMPA BAY TURN TO **BRIAN RICE** & ON POINT CONSTRUCTION SERVICES

WRITTEN BY
ELIZABETH
MCCABE

“There is no substitute for hard work.” — Thomas A. Edison

On the day of our interview, Brian Rice wasn’t sitting behind a desk. He wasn’t in a boardroom. He wasn’t reviewing spreadsheets.

He was laying tile in a shower.

That’s because even after more than a decade in business, the owner of On Point Construction Services still works in the field alongside his crew.

“I have to touch every job,” Brian says. “I have to make sure it’s done to my standards.”

That hands-on approach has become the foundation of his business and one of the reasons homeowners throughout Tampa Bay continue to trust him with some of their biggest investments.

Brian officially opened On Point Construction Services in 2012 and became a licensed contractor in 2016. But his story began long before that. Growing up, he was surrounded by people who loved to build, create, and solve problems. His father and stepfather were mechanically inclined, while his mother and grandmother were artistic and crafty.

“I kind of had the best of both worlds,” he says.

That combination of creativity and technical skill proved to be the perfect fit for construction. Originally, Brian dreamed of becoming a helicopter pilot. When that path didn’t work out, he entered the construction industry at just 19 years old and never looked back.

Today, On Point Construction Services specializes in remodeling, renovations, additions, structural repairs, and custom home construction. Brian describes himself as a design-build contractor, meaning he helps clients take an idea and transform it into a finished project.

“I like making really cool things for people every day,” he says.

Whether he’s remodeling a kitchen, rebuilding a storm-damaged home, repairing structural issues, or designing a custom residence from the ground up, Brian enjoys helping clients visualize possibilities they may not have seen before.

And in a region filled with aging homes, there’s no shortage of work.

“A lot of those housing-boom houses from the early 2000s are starting to fall apart,” he says.

Recently, much of his work has involved structural repairs, water damage, wood rot, and rebuilding portions of homes that were never constructed properly in the first place.

What sets On Point apart isn’t necessarily price. In fact, Brian will tell you he’s probably not the cheapest option.

“It isn’t going to be for price,” he says honestly.

Instead, clients are investing in quality, craftsmanship, communication, and someone who genuinely cares about the outcome.

“I get kept up at night thinking about projects,” Brian admits. “If we open up a wall and find something unexpected, I’m thinking about how we’re going to solve it.”

That mindset has earned him a loyal following of homeowners and real estate professionals alike.

Brian also believes that who you work with matters just as much as what you build.

That’s why he intentionally partners with smaller, independent subcontractors who share his commitment to customer care.

“My plumber and I have worked together for over eight years,” he says. “If I need something, I can call or text the owner directly. There are no layers of management. We get answers quickly and take care of our clients.”

The same philosophy guides his own business.

Earlier this year, Brian brought longtime colleague Rob Darby onto the team as a client advisor. Together, they help homeowners navigate projects from concept to completion, ensuring every detail is thoughtfully considered before construction begins.

“We’re not just trying to sell a job,” Brian explains. “We’re trying to make sure it’s what the client actually wants.”

That commitment became especially important following recent hurricanes and storms. Brian has helped rebuild homes damaged by fire, flooding, wind, and fallen trees. During those difficult moments, he says homeowners often need more than a contractor.

They need someone they can trust.

“I try to do the right thing,” he says simply.

When he’s not working, Brian spends time with his wife, Renee, who works for Home Depot Pro Services, their four children, and a mini-farm filled with goats, chickens, and plenty of activity. Between football games, theater performances, marching band competitions, Girl Scouts, FFA events, and family life, there isn’t much downtime.

Not that Brian would have it any other way.

After all, the same work ethic that built his business is the one that guides his life. One project at a time. One family at a time. And always with the goal of doing the job right.

**CONTACT
US!**

On Point Construction Services
Serving Hillsborough County and
surrounding communities
Remodeling • Renovations • Structural
Repairs • Additions • Custom Homes
www.onpointconstructionsvcs.com
866-487-6676

BEING A FOSTER PARENT CHANGES LIVES. JUST ASK MARK BASERAP!

WRITTEN BY ELIZABETH MCCABE
PHOTO CREDIT: B. LIVELY IMAGES



“It only takes one person to make a difference in the life of another.”

For Mark Baserap, real estate is more than a career—it’s a platform to serve, give back, and transform lives. A top agent and owner of the Gulf Beaches Team at Coastal Properties Group, Mark has spent 11 years building a thriving business, navigating complex transactions, and mentoring newer agents. Yet his most profound impact extends far beyond commissions and closings. Through his work as a foster parent and tireless advocate for children in need, Mark has used his success as a platform to give back, change lives, and create lasting hope for families facing extraordinary challenges.

Mark and his wife became foster parents to a teenage boy who had been out of school for two years and was caught up in drugs. “Do you still want a kid?” Mark was asked. He was told, “I got one for you.” Excelling as a foster parent wasn’t easy. Conflicting communication between child protective investigators in Hillsborough and Pinellas Counties meant the boy had limited school options. Mark fought tirelessly, even involving a Congressman, to ensure he was placed in a regular school and enrolled in a supportive foster program.

The results were life-changing. The teen thrived academically, graduated with honors, and became the first in his family to complete high school. Today, at 35, he runs his own air

conditioning business and recently purchased a home with Mark’s guidance. “When he ran away for the third time, he asked me, ‘Why do you keep getting me?’ I told him, ‘Because we love you, we’re your forever family, and we are going to keep getting you.’ That’s what family does,” Mark says. At that moment, the teen understood the power of love.

Mark’s dedication extends beyond individual foster children. He actively supports local charities like Learning Empowered, which runs programs for early childhood education, citizenship assistance, and community development. He’s also involved with Narcotics Anonymous in the Bay Area as past PR chair, mentoring men in recovery, and participates in local events like Gasparilla through the Ye Mystic Krewe of Neptune board of directors.

When he ran away for the third time, he asked me, **‘WHY DO YOU KEEP GETTING ME?’** I told him, ‘because we love you, we’re your forever family, **AND WE ARE GOING TO KEEP GETTING YOU.’** That’s what family does.”

Even amid the demands of a high-volume real estate career—handling complex flood-zone sales, mentoring newer agents, and running a solo operation—Mark prioritizes giving back.

“The shift in my business came when I stopped focusing on how much money I could make and started focusing on how many families I could help,” he says.

Family remains at the heart of Mark’s efforts. He and his wife have built a strong home for their children, and grandchildren. He reflects on how life experiences—from addiction recovery to personal loss—shaped his approach: patience, compassion, and commitment to those who need him most.

For Mark, the measure of success is not just financial—it’s the lives touched and the futures transformed. Through foster care, mentorship, and community involvement, he exemplifies what it means to truly make a difference.

Keeping Your Summer Closings Cool, Calm & On Schedule.

When the market heats up, you need a closing partner who can keep every transaction moving forward with confidence.

You bring the contract. We'll bring the sunscreen for everything that could heat up before closing.

JK
CLOSING ATTORNEYS

RACHEL JEWELL
727-432-8878 | jkclosings.com
rachel@jkclosings.com

HI
HOME INTEGRITY
YOUR TRUSTED HOME INSPECTION TEAM

727-284-6784

COMPLETE HOME INSPECTIONS
LISTING & PRE INSPECTIONS
PRE- DRYWALL, NEW CONSTRUCTION
LIGHT COMMERCIAL, SEWER SCOPE, MOLD & WATER TESTING
LUXURY HOMES, DOCK & SEAWALL, POOL & SPA, HOME WARRANTY

WOMEN / VETERAN OWNED & OPERATED
HOMEINTEGRITYLLC@GMAIL.COM

3Σ

TOTALITY
PRODUCTIONS

REAL ESTATE MEDIA

WEBSITE: TOTALITYPRODUCTIONS.COM
EMAIL: INFO@TOTALITYPRODUCTIONS.COM

Real tech
for REALTORS®

INVESTMENT TITLESM
COMMERCIAL & RESIDENTIAL TITLE AGENCY

SHAREE LYN MANDEL
Licensed Title Agent / Realtor Support Specialist

727.359.6898 | ShareeM@InvestmentTitle.com | www.InvestmentTitle.com

ABOUT ME

With over 30 years of experience in the real estate industry, I bring a well-rounded background that includes serving as a Real Estate Paralegal, Licensed Title Agent, Former Loan Officer, and Former Realtor®. My experience on every side of the transaction gives me a deeper understanding of the closing process, allowing me to anticipate challenges, communicate effectively, and help keep transactions moving smoothly from contract to close.

MY COMMITMENT

I believe this business is built on relationships, communication, and trust. My commitment is to provide personalized service, proactive support, and dependable guidance every step of the way. I believe Realtors® and clients deserve a title partner who is accessible, solutions-driven, and fully invested in creating a seamless and successful closing experience.

TRUSTED REALTOR® TITLE PARTNER PROVIDING:

- Personalized Contract-to-Close Transaction Management with Clear, Consistent Communication from Listing Through Post-Closing
- Proactive Solutions and Problem-Solving to Help Prevent Closing Delays and Keep Transactions Moving Smoothly
- Round-the-Clock Realtor® Support & Availability with Customized Branded Net Sheets

ALWAYS GOING ABOVE AND BEYOND
Every Deal. Every Time.

Rate

THE BOCK GROUP

When it comes to mortgages, it's no time to **think outside the BOCKS** THAT'S OUR JOB!

ASK US ABOUT RATE'S SAME DAY MORTGAGE!

MICHAEL BOCK
NMLS #1749855
michael.rock@rate.com

THERESA BOCK
NMLS #1996065
theresa.rock@rate.com
727-457-6498

Discover the convenience of having all your real estate tools working together under one seamless platform.

Sentrilock brings lockbox access, mobile credentials and showing services together in one unified and trusted ecosystem – making agents' daily workflows easier while giving associations secure, scalable technology they can rely on.

With industry-leading security, real-time access control and mobile-first convenience, Sentrilock helps protect agents, streamline workflows and support long-term innovation.

Scan to learn more

NATIONAL ASSOCIATION OF REALTORS®

Visit us at: sentrilock.com

ANYONE LOOKING FOR SOME EXTRA MONEY ON YOUR TEAM?

Account
Executives
Needed
— Apply
Today!

Do you have sales experience you'd like to utilize? We are looking to add new members to our team. Part-time, flexible hours. You can earn \$1,000—\$5,000/month for extra spending money. Perfect for anyone who loves connecting with various

industries in the Tampa Bay real estate community. Training is provided.

Please submit resume to don@tampabayrealproducers.com for consideration.



FLORIDA
WHOLESALE MORTGAGE
WHERE AFFORDABILITY MEETS EXCELLENCE

YOUR SECRET WEAPON

Top agents don't need another lender
--they need a strategist.

- ✓ Save deals before they fall apart with our guaranteed approvals
- ✓ Convert more leads into closings
- ✓ Creative financing that wins offers, not your cookie cutter lender
- ✓ Marketing support that actually brings in business, not just close your current needs



Kirsten O'Donnell-Dixon

Broker | Owner - NMLS# 1834991

KOHomeLoans@LendingFlorida.biz

Text "Partner" to (813) 420 3887. Let's build the next win together.

TAMPA BAY AREA LICENSED INSPECTION EXPERTS

Zero Upfront Cost:

With our pay at close option which ensures you pay nothing upfront!

Our team of experienced inspectors are capable of home inspection, insurance reports, sewer scope, pool inspections and lots more.

We back everything up with a 180 day warranty.



813.785.4620

GetTheFactsHomeInspection.com



REPORTS WITHIN 24 HOURS | OFFICE HOURS 7 DAYS A WEEK | ONLINE ORDERING | AND SO MUCH MORE.



THE KEYS OPEN THE DOOR.

A Home Warranty Opens The Relationship.

Help protect your buyers from unexpected repair costs with an HWA Home Warranty—so they remember the peace of mind you provided long after move-in day.

- Major systems & appliances
- Flexible coverage options
- Added value for every transaction

Because great Realtors think beyond closing day.

Tammy Birchler Account Executive
407-341-8090
tbirchler@hwahomewarranty.com



LIC#JB500703

Integrity
Safer Lawns and Homes

*Personal Service.
Trusted Results.
Family Owned.*

PROFESSIONAL
**Pest Control
Services**

*Thoughtfully Green
Solution Options:*

- Termites
- WDO Reports & Treatments
- General Pest Control



813-526-2638

SafeLawnsAndHomes@yahoo.com

The Missing Advocate in Real Estate: *Why Agents Need Representation Too.*

BY MONICA SMITH, FOUNDER OF QUINTESSENTIAL AGENT RECRUITING, LLC

For decades, the real estate industry has focused primarily on serving consumers. Homebuyers have buyer’s agents to advocate for their best interests. Sellers have listing agents to guide them through the sale of their homes, and mortgage professionals help borrowers navigate the financing process. Yet one of the most important stakeholders in the real estate transaction has been consistently overlooked – the real estate agent.

It’s a question that deserves more attention than it receives. Every year, thousands of individuals invest their time, money, and energy into obtaining a real estate license. They complete pre-licensing courses, pass a state exam, and enter the industry filled with excitement, ambition and hope.

Then reality hits. The moment a newly licensed agent receives their license, they are suddenly expected to make one of the most important business decisions of their career: choosing a brokerage. Yet most have little or no understanding of what they should be evaluating.

Prospective and newly licensed agents do not know which fees are negotiable and which are not. They do not understand the differences between commission structures. Most struggle to assess training programs, mentorship opportunities, technology platforms, lead generation systems, and brokerage culture.

Many are making career-defining decisions based solely on brand recognition, a friend’s recommendation, or the first recruiter to call them. The result?

Far too many agents find themselves in environments that aren’t aligned with their goals, learning styles, financial situations, or long-term career aspirations. And the challenge doesn’t end there. Experienced agents face a different version of the same problem.

As the industry moves forward to evolve through mergers, acquisitions, changing compensation models, and shifting market conditions, many seasoned professionals begin questioning whether their current brokerage is still the right fit. Yet, they often encounter recruiting conversations centered on promises rather than facts.

Too often, agents are asked to make significant career moves without receiving objective guidance or asking the right questions. I believe every agent deserves to understand:

- The true costs of being associated with a brokerage.
- The culture they are joining.
- The quality and accessibility of training
- The level of mentorship available.
- The realistic expectations for production and growth.
- The technology, lead generation and support systems provided.
- The opportunities for long-term success.

Most importantly, agents need to know the right questions to ask. And asking the right questions upfront can mean the difference between merely joining a brokerage and finding a place where they can truly thrive. Questions such as:

- What does your onboarding process look like?
- What will my first week look like from an orientation/training standpoint?
- How do you support agents in generating business in their first 90 days?
- Can you give me an example of how you’ve helped a new or experienced agent grow their business here?
- What specific training or coaching is available for new/experienced agents, and how is it delivered? How often and by whom?

- Can you walk me through all the monthly fees and include the transaction fee, marketing fee, desk fee, tech fees, E&O fee, franchise fee if applicable, so I can understand my true costs?
- Are lead sources available? What are the referral fees?

The reality is that many agents fail not because they lack talent, work ethic, or determination. They fail because they enter environments that were never designed to support their success. The brokerage-agent relationship is one of the most important decisions an agent will make in their career. Yet, it is often one of the least informed. The industry can do better.

The reality is that many agents fail not because they lack talent, work ethic, or determination. They fail because they enter environments that were never designed to support their success. The brokerage-agent relationship is one of the most important decisions an agent will make in their career. Yet, it is often one of the least informed. The industry can do better.

As real estate professionals, we should be committed not only to recruiting agents but to helping them make informed decisions. Because when agents are properly supported, everyone benefits. Brokerages and teams benefit from stronger retention. Consumers benefit from better-trained professionals. And agents gain something that has been missing for far too long, an advocate who is genuinely looking out for the agent’s best interests.

Perhaps it’s time we stop asking, “Which brokerage should this agent join?” And start asking “What environment will give this agent the greatest opportunity to succeed?”

Now, that’s a conversation worth having.



At Coastal Title Solutions, we do more than just process paperwork — we provide support, guidance, and peace of mind from contract to close. Whether you're a real estate agent, buyer, or seller, our dedicated team ensures a smooth, stress-free closing experience.

- Personalized Support & Clear Communication
- Fast, Reliable Title & Escrow Services
- Mobile Notary & Remote Closings Available
- Residential & Commercial Transactions

We're here to answer your questions, solve problems quickly, and keep your deals on track. Close with confidence.

Contact Coastal Title Solutions today — your trusted partner in every transaction.

Jennifer McAlpine
Director of Business Development
Office # 954-519-2477
Cell # 831-760-9459
Jennifer@coastaltitlellc.com





GILK DESIGN BUILD

TURN “I’M NOT SURE” INTO
“LET’S MAKE AN OFFER.”

Your buyers want vision. Your listings need momentum. Gilk helps you provide both, with expert insight on feasibility, cost, and design opportunities.

Contact us to book a **free Design Insight Session** or request a **Budget Snapshot** for your client.

(813) 538-9806
designsolutions@gilk.com
#CGC1525373





JEN MARTINEZ

Your mortgage lender for life

VP of Mortgage Lending
NMLS73516
M: 813-480-4747
E: jen@jenmartinez.com
W: jenmartinez.com

JEN MARTINEZ TEAM
CROSSCOUNTRY MORTGAGE

2350 E. State Road 60, Office #43
Valrico, FL 33594

✦ **AMERICA'S #1 RETAIL MORTGAGE LENDER** ✦

Equal Housing Opportunity. All loans subject to underwriting approval. Certain restrictions apply. Call for details. CrossCountry Mortgage, LLC cannot guarantee that an applicant will be approved or that a closing can occur within a specific timeframe. Results will vary based on all involved parties' level of participation at any stage of the loan process. All borrowers must meet minimum credit score, loan-to-value, debt-to-income, and other requirements qualify for any mortgage program. CrossCountry Mortgage, LLC NMLS7350291 NMLS7072987 (www.nmlsconsumeraccess.org)

WHAT'S A PROMO?

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

WHY DO TOP AGENTS LOVE THEM?

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

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

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



Envelope & Letter



Fold & Tab

ON POINT
CONSTRUCTION SERVICES, INC.

Transform Your Space
With Our Expert Home Remodeling Services

At On Point Construction Services, we turn your vision into reality with creativity and exceptional service.

Residential Construction
New Home Construction
Bathroom Remodeling
Kitchen Remodeling
Garage Conversion
Second Story Addition
Room Addition
And More!

1-866-ITSONPOINT

TRITON
INSURANCE GROUP

HURRICANE SEASON IS HERE.

ARE YOU PREPARED?

THE TIME IS NOW TO REVIEW YOUR INSURANCE.

Don't wait until it's too late. Severe storms can strike fast and the damage can last a lifetime. We're here to help you protect what matters most.

MORE OPTIONS. MORE SAVINGS.
Customized coverage. Competitive rates.

MORE OPTIONS. MORE SAVINGS.
Solutions for home, business, auto & more.

MORE OPTIONS. MORE SAVINGS.
Personalized service you can count on.

MORE OPTIONS. MORE SAVINGS.

CALL US TODAY 813-948-5990 | EMAIL US T.Firlik@tritonagency.com | VISIT US ONLINE https://triton-tampa.com

LOCAL EXPERTS • PERSONAL SERVICE • STRONGER TOGETHER

COASTAL COLLECTIVE
TITLE

ELEVATED. TRUSTED. TIMELESS.

A BOUTIQUE TITLE COMPANY

BUILT AROUND RELATIONSHIPS.

BOUTIQUE SERVICE
Personalized attention from contract to close.

CLEAR COMMUNICATION
Fast responses, proactive, updates, always in the know.

MOBILE & FLEXIBLE CLOSINGS
On your schedule. Wherever business takes you.

FLORIDA EXPERTISE
Deep knowledge. Real solutions. Smooth closings.

RELATIONSHIPS FIRST
We value trust, loyalty, and lasting partnerships.

(813) 544-8626

WE'RE HERE TO ENSURE A SMOOTH AND PROFESSIONAL PROCESS

Lori LaCoppola
813-422-1328

UNINSURABLE HOMES stalling your real estate deals?

HOME | AUTO | WATERCRAFT | UMBRELLA | BUSINESS



OneGroup specializes in finding solutions for hard-to-insure properties.

- Active listening lets us identify unspoken needs and risks.
- Relationship driven, not price driven.
- Protection against damage/liability, personal loss.
- Peace of mind during unexpected events.

We're here for you! Call or stop in today!

www.OneGroupFL.com • 324 S. Hyde Park Ave. • Tampa, FL 33606



Jeremiah Flynn
Cell: 813-436-3996
JFlynn@OneGroup.com



Scan for
more information
and my contact
information.

ONEGROUP®
A World of Risk Management
and Insurance Expertise

**AFTER ALL THE HARD WORK...
Don't Let a Breakdown Steal
the Celebration.**

Buying a home is a milestone worth celebrating.

A home warranty helps protect homeowners from the unexpected by covering many major systems and appliances after closing—so your clients can settle in with confidence.



**FIDELITY®
NATIONAL
HOME WARRANTY**

TARA DAVIS
Sales Executive
813.904.0253
Tara.Davis@fnf.com
homewarranty.com

**QUINTESSENTIAL
AGENT RECRUITING**

**THE RIGHT BROKERAGE
CHANGES EVERYTHING.**

*Connecting Agents With
Brokerages That Align With
Their Goals and Vision.*

**WE FIND THE RIGHT FIT
SO YOU CAN THRIVE.**

- Personalized guidance based on your goals and lifestyle
- Provide valuable insight into Florida brokerages
- Expert advocacy to negotiate the best opportunity for you
- Support every step of the way—before, during and after your move

**AT NO COST
TO THE AGENT**

**MONICA SMITH
FOUNDER**

813-956-5621
Monicaqarlic@gmail.com
quintessentialagentrecruiting.com
@quintessentialagentrecruiting

**YOUR CAREER.
YOUR FUTURE.**
Let's make it exceptional.

**More than a match.
We find your perfect fit.**

BETTER BROKERAGE. BETTER BUSINESS. BETTER YOU.

**FOCUS\$ ON
CLOSING**

**DESTINATION
CLOSING TABLE**

3-D Virtual Tours
Photos
Floor Plans
Virtual Staging
Listing Website
813-477-3398

LIVELY LISTINGS
MLS · LISTING · PHOTOGRAPHY

**Residential/Commercial
Drone Photo/Video
Video Walk Thru
Social Media Reels
Realtor Headshots
LivelyListings.com**

**CELEBRATE
SUCCESS\$**

 @sublime_staging



SUBLIME | STAGING

Sublimestaging.com
Call Or Text 813-546-2503
for a quick quote