



SOUTHERN REGION

Eagle's Edition

Celebrating 50 Years of Real Estate Excellence



November 2017

EXPERIENCE EXCELLENCE®

SEE YOU AT THE TOP!

By Zig Ziegelman
CRB CRS GRI ABR SFR SRES

"Happy Thanksgiving Everyone"



Wow, the year is approaching it's end and everyone has done a wonderful job. When you look at the number of people who achieved an award level all you can say, **"This is just outstanding!"**

Recently I attended the NAR Convention in Chicago and it was a wonderful meeting. Believe it or not real estate is still a relational business even with all the programs and services that are available. People still want someone to work with them directly in the buying or

selling of property.

Also, I recently attended the Realty Executives International Conference with Ken Durkee and Lori Thomas. With us in Scottsdale were John Barlow, Tom Clark, Larry Spann and Christopher Nutt. David Tedesco, Chairman of REI is in the center and Jeff Walters, COO is on the right end as you look at the picture. It is exciting to see that as a group we continue to grow the brand by increasing our Executives ability to close multiple transactions monthly. Our Executives are EXCEPTIONAL! They absolutely help the consumer better than others in our industry. This is not puff, look at the numbers, see why our Executives are outstanding in every way!



"SEE YOU AT THE TOP"

Congratulations Everyone!!!

Ranking is determined on "actual" gross commission closed through October 2017. Congratulations to all of the Outstanding Executives who achieved an Award Level through September. Also, congratulations **Sharon Bailey, Debra Whaley, Sally Love, Debaran Hughes, Tammy Garber & Kathy Abruzzo** who achieved the **Double Diamond Award!**

Double Diamond Award

(\$500,000 up to but not including \$1,000,000 gross commission closed)

1	Sharon Bailey	Knoxville	4	Debaran Hughes	Knoxville
2	Debra Whaley	Knoxville	5	Tammy Garber	Knoxville
3	Sally Love	The Villages	6	Kathy Abruzzo	The Villages

Diamond Award

(\$250,000 up to but not including \$500,000 gross commission closed)

1	Kerry Queener	Knoxville	19	Cindy Wise	The Villages
2	Jay Blevins	Knoxville	20	Cole Edwards	Knoxville
3	Aaron Fowler	Knoxville	21	Wanda Hendryx	Seymour TN
4	Jon Brock	Knoxville	22	Dick Brower	Knoxville
5	Rebecca Fritschie	Knoxville	23	Amy King	Knoxville
6	Sherry Paul	Knoxville	24	Quint Bourgeois	Knoxville
7	Nicholas Nicaud	Knoxville	25	Pete McClain Jr.	Knoxville
8	Jackie Mills	Knoxville	26	Forrest Murphy	Seminole
9	Jeanne Duncan	Knoxville	27	Todd Hill	Cornelius
10	Shannon Foster-Boline	Knoxville	28	Mel Bernstein	Lake Mary
11	Ashley Finney	Knoxville	29	Leslie Rotella	Knoxville
12	Joe Fox	Knoxville	30	Thomas Jostes	Knoxville
13	Tyler Fogarty	Knoxville	31	Jones Team	Clearwater
14	Ray Gaudet	Knoxville	32	Bo Caldwell	Knoxville
15	Kim Miller	Knoxville	33	Beth Pankratz	Knoxville
16	Carrie Dougherty	Knoxville	34	Dave Moore	Knoxville
17	Kriston Wilson	Knoxville	35	Heather Lowe	Knoxville
18	David DiGioia	Cornelius			

100% Award

(\$100,000 up to but not including \$250,000 gross commission closed)

1	Rusty Ensor	Knoxville	7	Kara Edenfield	Knoxville
2	Brian Shelby	Knoxville	8	Mark Foust	Knoxville
3	Timothy Hathaway	Knoxville	9	Amy Schlosser	Knoxville
4	Marian Epps	Knoxville	10	Cissie Smith	The Villages
5	Noel Gilbreath	Knoxville	11	Julie Haines	The Villages
6	Tom Hughes	Knoxville	12	Jeanne Dukes	Knoxville

13	Wesley Shotwell	Knoxville	56	Sandy Jones	Knoxville
14	Mary Crawford	Melbourne	57	Donna Tallent	Knoxville
15	Jesus Garcia	Lake Mary	58	Melissa Anderson	Knoxville
16	Robin Butler	Knoxville	59	Carl Knudsen	Savannah
17	Scott Shippy	Savannah	60	Debby Gibson	Johnson City
18	Jeff Larue	Knoxville	61	Terry Goodson	Knoxville
19	Julie Hedges	Johnson City	62	Tish Hickman	Knoxville
20	Frank Weiskopf	Knoxville	63	Lindsay Discus-Harrison	Seminole
21	Elizabeth Hamil	Knoxville	64	Nikki Moore	Knoxville
22	Rene' Jenkins	Knoxville	65	Scott Wilson	Knoxville
23	Christine Sparks	Knoxville	66	Vicki Glardon	Knoxville
24	Donna Bailey	Knoxville	67	Heather Pourchot	Seminole
25	Judy Brewton	Knoxville	68	Kathryn Knowles	Lake Mary
26	Randy Susong	Knoxville	69	Malloy Properties, Inc	Clearwater
27	Jamie Seal	Knoxville	70	Cheryl Hatfield	Knoxville
28	Chris Spencer	Hickory	71	Theodore Ciske	Clearwater
29	Mark Murphy	Seminole	72	Darrell Biggs	Seminole
30	Mike Murphy	Seminole	73	Karla Mason	The Villages
31	Tammie Hill	Knoxville	74	Emma Bea Stallings	Knoxville
32	Maurice Natour	Knoxville	75	Angie Gibson	Knoxville
33	Terri Kerr	Knoxville	76	Angela Cody	Knoxville
34	Ray Cooper	Knoxville	77	Lisa McCurry	Knoxville
35	Dog Gone Good Team	The Villages	78	Chip Huber	Knoxville
36	Ted Fisher	Knoxville	79	Kim Isenberg	Knoxville
37	Vicki Everbach	Knoxville	80	Jackie Price	Knoxville
38	Sherry Zirakojou	Lake Mary	81	Laura Harrison	Seminole
39	Stephanie Wilson	Knoxville	82	Michael Klanot	Sarasota
40	Nikitia Thompson	Knoxville	83	Andrew Sharits	Knoxville
41	Charles Fethe	Knoxville	84	Jon Boyles	Hickory
42	Tracy Southard	Knoxville	85	Steve Amburgey	Central FL
43	Yvonca Landes	Knoxville	86	Gary Lenderman	Knoxville
44	Pamela Owen	Knoxville	87	Mandy Hembree	Knoxville
45	Jason Fulmer	Central FL	88	Susan Calabrese	Knoxville
46	Daniel Parker	Knoxville	89	Jeff Linginfelter	Knoxville
47	Laura Jensen	The Villages	90	Tae Harper	Central FL
48	Chris Barnes	Knoxville	91	Stephen Smith	Knoxville
49	Mark and Kim Harrington	Lake Mary	92	Becky Hale	Johnson City
50	Francis Pierce	The Villages	93	Mary King	Knoxville
51	Gary Koontz	Knoxville	94	Leah Woodruff	Knoxville
52	Betty Cooper	Knoxville	95	Jennifer Bales	The Villages
53	Peggy Schaefer	The Villages	96	Ginger & Ed Jarvis	Central FL
54	Lisa Vineyard	Knoxville	97	Rick McKean	The Villages
55	Matt Craft	Knoxville	98	Furman Burt	Winston-Salem

99	Laszlo C Kovacs LLC	Sarasota	125	Mary Grant	The Villages
100	Steve Savage	The Villages	126	Dawn Kilby	Hickory
101	Keith Allison	Knoxville	127	Charles Copenhaver Jr.	Knoxville
102	Stephen Goodson	Knoxville	128	Hope Davis	Knoxville
103	Andrea Spires	Johnson City	129	Ryan Fogarty	Knoxville
104	Don Taylor	Seminole	130	Alvin Sanders	Savannah
105	Kelly Bolden	Hickory	131	Karen George	Knoxville
106	Jeanna Penton	Knoxville	132	Jim Migliore	Beaufort NC
107	Denny Koontz	Knoxville	133	Marian Henry	Clearwater
108	Cundiff Team	Clearwater	134	Robin Skeen	Knoxville
109	Lynette Bell	Knoxville	135	Tom Pettitt	Knoxville
110	Jenna Skuza	Knoxville	136	Debbie Miller	Bristol
111	Tonja Doty	Knoxville	137	Lisa Hagerman	Knoxville
112	Cathy Delorenzo	Seminole	138	Anne Barrier	Hickory
113	Russell Orlowski	Knoxville	139	Annette McCullough	The Villages
114	Steven Doty	Knoxville	140	Robin Myrick	Knoxville
115	Lois Bonacci	Lake Mary	141	Glenda Wilson	Lenoir
116	Kandis , Buse	The Villages	142	Douglas Ewell	Knoxville
117	Pat Serafino	The Villages	143	Bev Shive	The Villages
118	Robert Berube	The Villages	144	Nancy Britton	The Villages
119	Vickie Ricker	East TN	145	William Long	Knoxville
120	Christine McInerney	Knoxville	146	Teresa Rogers	Johnson City
121	Wendy Hoffman	Clearwater	147	Carolyn Bolden	Hickory
122	Teresa Hensley	Hickory	148	Nidia Saba	Central FL
123	Lambdin Freeman	Seminole	149	Penny Vierling	Seminole
124	Beth Larson	Savannah	150	Elizabeth Clark	Knoxville

Gold Executive Award

(\$75,000 up to but not including \$100,000 gross commission closed)

1	Dean Palombi	Knoxville	15	Jerry Headrick	Knoxville
2	Bryan Doblowl	Lake Mary	16	Robert Saunders	Knoxville
3	Kenneth Kirby	Knoxville	17	Nancy Alley	Knoxville
4	Pam Morgan-Robertson	Knoxville	18	Alan Long	Hickory
5	Jim Van Ostran	The Villages	19	Daniel Green	Knoxville
6	Derrick Merritt	Maynardville	20	Ashley Keeton Francis	Knoxville
7	Marcy Halberstadt	Knoxville	21	Jil Piercy	Johnson City
8	Michael Pruitt	Bristol	22	Donald Batho	Knoxville
9	Scott Tomlinson, LLC	Clearwater	23	Tara Hayes	Knoxville
10	Christian Merrill	Knoxville	24	Brian Howard	Knoxville
11	Bill Morton	Knoxville	25	Johnny Weston	Knoxville
12	Mike Owens	Knoxville	26	Martha Hancock	Knoxville
13	Jim Umstead	Central FL	27	Liza Bryan Acheson	Knoxville
14	Steven Hardison	Knoxville	28	Karol Clark	The Villages

29	Kathy Caylor	Knoxville	44	Marcee Blackmon	Knoxville
30	Donna Martin	Knoxville	45	John Melton	Knoxville
31	Sandra Loveday	Knoxville	46	Victoria Duever	Johnson City
32	Lois Leonard	Hickory	47	Ashley Striker	Knoxville
33	Claudia Kester	Central FL	48	Richard Crabtree	Clearwater
34	Colleen Boehr	Knoxville	49	Nathan Lefebvre	Knoxville
35	Mark Bissell	Knoxville	50	Christine Chenot	Knoxville
36	Jerry Collins	Knoxville	51	Sharon Brookshire	Savannah
37	Linda Meese	Knoxville	52	Karen Robertson	Knoxville
38	Mac Tobler	Knoxville	53	Hector Gomez	Sarasota
39	Liz Dietrich	The Villages	54	William Gallaher	Knoxville
40	Michael Duever	Johnson City	55	Laura Hamlin	The Villages
41	Michelle Smith	Knoxville	56	Elsie Yu	Savannah
42	Linda Mieczkowski	Central FL	57	Kay Chang	Central FL
43	Dick Cutler	Knoxville	58	Sam Daugherty	Knoxville

Silver Executive Award

(\$50,000 up to but not including \$75,000 gross commission closed)

1	Dana Webb-Sims	Knoxville	26	Jennifer Honeycutt	Knoxville
2	Lynn Waters	Knoxville	27	Matthew Thomas	Knoxville
3	Andrea Roberts	Knoxville	28	Michael Schiedermayer	The Villages
4	Mary Ann Patton	Johnson City	29	Gina Jenkins	Hickory
5	Bertha Sanchez	Knoxville	30	Sally Karmarada	Central FL
6	Paige Widener	Knoxville	31	Lauren Mack	Knoxville
7	Ellie Howe	Knoxville	32	Tanya Viera	The Villages
8	Julie Koontz	Knoxville	33	Diane Martin	Middle TN
9	Greg Gilbert	Knoxville	34	Christopher Kirkland	Knoxville
10	Elizabeth Frank	Hickory	35	Susan Niedergeses	Knoxville
11	Rodney Atkinson	Lake Mary	36	Carolyn Matthews	Knoxville
12	Marie Hodge	Bristol	37	Stacey Brandau	Knoxville
13	Troy Jenkins	Sarasota	38	Tom Fethe	Knoxville
14	Gina King	Hickory	39	Leticia Ridinger	Knoxville
15	Bunky Doxsee	The Villages	40	Dayse Grillo	Central FL
16	Cynthia Stansberry	Knoxville	41	Terri Mason Perry	Knoxville
17	Zoraida (Zoe) Ballew	Knoxville	42	Bill Cox	Hickory
18	Marie Gerrick	Knoxville	43	Kelly Deel	Knoxville
19	Eddie Manson	The Villages	44	Emily Page Pratt-Miller	Knoxville
20	Charles Wilson	Knoxville	45	Chris Hauck	Knoxville
21	Steve Hill	Knoxville	46	Janice Loveday	Knoxville
22	Matt Hearon	Knoxville	47	Judy Danner	Central FL
23	Frank Melino	The Villages	48	Lofton Stuart	Knoxville
24	Daniel Park	Knoxville	49	Annette Oliverio	Knoxville
25	Phyllis Edington	Knoxville	50	Jordan Coleman	Knoxville

51	Stephen Johnston	Greensboro	83	Elisabeth Bennett	Knoxville
52	Emily Wyrick	Knoxville	84	Mary Kidwell	Knoxville
53	Sean Kilby	Hickory	85	Barbara Lowry	Knoxville
54	David Roberts	Knoxville	86	Julia Martinez	Knoxville
55	Adam Sharp	Knoxville	87	Doug Lange	The Villages
56	James Cottrell	Greensboro	88	Randy Temple	Knoxville
57	Lauren Arch	The Villages	89	Kim Pichiarella	Knoxville
58	Phyllis Harrison	Bristol	90	Wafa Sulaiman	Knoxville
59	Carol Goodwin	Johnson City	91	Rita Gayewski	Bristol
60	Mary Butler	Seminole	92	Julie Hash Spivey	Knoxville
61	Michael Finley	Knoxville	93	Travis Redmon	Knoxville
62	Travis Fuller	Knoxville	94	John Mier	Knoxville
63	Ellen Purvis	Watkinsville	95	Darcie Furnier	The Villages
64	Robert Derouen	Johnson City	96	Doyle Webb	Knoxville
65	Tim Tipton	Knoxville	97	Lisa Esposito	The Villages
66	T. Edward (Eddie) Perry	Maynardville	98	April Winters	Central FL
67	Randall Middleton	Clearwater	99	Colby Winters	Hickory
68	Gidget Jackson	Marathon Keys	100	Jill Brewer	Bristol
69	Sonya Dodd	Knoxville	101	Larry Spann	Mt.Dora
70	Nathan Piotrowski	The Villages	102	Alex Conner	Knoxville
71	Amy Booher	Bristol	103	Barbara Everett	Knoxville
72	Debra Davis-Johnson	Knoxville	104	Barry Smith	Knoxville
73	Jan Cole	Knoxville	105	Jessica Hill	Knoxville
74	Tim Cogburn	Knoxville	106	Margaret McGuiness	Knoxville
75	John Gorry	The Villages	107	Brenda Albert	Knoxville
76	Cindy Dickerson	Knoxville	108	Kim Litton	Knoxville
77	Janet Nutley	Brunswick	109	Joanna Lankford	Knoxville
78	Tien Watson	Knoxville	110	Christine DiRienzo	Central FL
79	John Jones	The Villages	111	Michelle Murphy	Knoxville
80	Tammy Gerdt	Bristol	112	Sandy Black	Seminole
81	John Palatinus	Knoxville	113	Casey Stooksbury	Knoxville
82	Mitzi Horner	Knoxville	114	Charles Blankenship	Knoxville

Note: If you are not listed above and would like to see if you are on track for a Realty Executive Award by the end of 2017, all you need to do is take the gross commission closed through October, divide that number by ten and multiply that number by twelve. Here is an example: through October a person closes \$48,000 in gross commission, so $\$48,000 / 10 = \$4,800 \times 12 = \$57,600$ which qualifies you for the Silver Executive Award.





WELCOME KELLY BARNES Our Newest Member

Kelly Barnes has been in the real estate industry for 15 years. She started out at the age of 22 with her mortgage broker's license and by the age of 24 was the principal broker and owned her own business. When the market crashed it forced her to close her office in 2008 and she enrolled back into college. As a result of the down economy she graduated from Edison State College in 2011 with an Associate in Arts degree.

From there she continued her education and got her Health, Life and Annuities license. She began working in the insurance business and realized that her heart was really in the real estate business helping customers.

She then took a real estate class and received her sales associate license and began her career back in real estate in 2014. Then she realized she wanted her own business again.

Kelly returned to school and passed her Brokers exam. Kelly decided to take the risk and opened her own business in 2017. She has an amazing team working with her and she believes they will take her company to a position of prominence in the Ft. Myers area.

Believing she needed something else Kelly began looking for a Brand that complemented her. A dear business friend and associate of hers recommended Realty Executives to her and the rest is history.

She loves every minute of working with people and helping them achieve their needs and Realty Executives supports those goals. We welcome Kelly and her team Realty Executives Southwest Florida. Kelly and her team will be a great asset to the Realty Executives family.

REMEMBER...

Did you know Realty Executives agents close 47% more transactions than agents with other Brands? Using Realty Executives products, services and tools sets us apart from the competition. Realty Executives agents are definitely a cut above the average agent in the marketplace. This is why we give them the title **EXECUTIVE**.

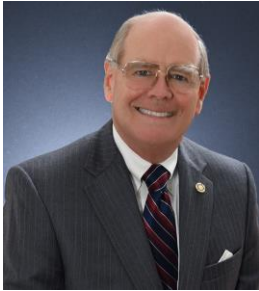


~~47%~~
32% more

transaction sides are closed
by Realty Executives agents
than the industry standard.

EXECUTIVE MARKETING UPDATE

By Ken Durkee



Premium brand.
Entrepreneurial freedom.

Congratulations to the 9
Executives who closed five or
more sides during the month
of **October 2017**.

This is Outstanding!

CONGRATULATIONS EVERYONE ON YOUR OUTSTANDING PRODUCTION!

NORTH CAROLINA

Bill Cox
Carolyn Bolden

5 sides **REALTY EXECUTIVES** Hickory
5 sides **REALTY EXECUTIVES** Hickory

FLORIDA

Kathy Abruzzo
Sally Love
Bob Berube
Jesus Garcia

7 sides **REALTY EXECUTIVES** in The Villages
12.5 sides **REALTY EXECUTIVES** in The Villages
5 sides **REALTY EXECUTIVES** in The Villages
11 sides **REALTY EXECUTIVES** Lake Mary

TENNESSEE

Wanda Hendryx
Debbie Gibson

6 sides **REALTY EXECUTIVES** Advantage, Seymour
6 sides **REALTY EXECUTIVES** Johnson City

GEORGIA

Scott Shippy

6 sides **REALTY EXECUTIVES** Coastal Empire, Savannah



SOUTHERN REGION



**REALTY
EXECUTIVES**

Start Being an Executive.

Welcome to our newest Executives!

TENNESSEE

REALTY EXECUTIVES East Tennessee Realtors

Jared Helderman - jwhelderman1@yahoo.com

REALTY EXECUTIVES Middle TN

Trevor Dean - Trevor@trevordeanrealtor.com

NORTH CAROLINA

REALTY EXECUTIVES Hickory

Janet Austin - ikemansmom@gmail.com

FLORIDA

REALTY EXECUTIVES in The Villages

Sheila Rose - Sheliarose23@gmail.com

Michael Shanlian - mshanlian@gmail.com

Rebecca Ulmer - jeanniesellsthevillages@gmail.com

Melissa Huennekens - melsells123@gmail.com

Lynn Shepherd - Lynn@FindVillageHomes.com

REALTY EXECUTIVES Gallery Properties

Racquel Smeltzer - rsmeltzers41@gmail.com

REALTY EXECUTIVES Adamo & Associates

Donald Dempsey - Don@dondempseyrealtor.com

Realty Executives Conference Scottsdale Arizona



The logo was projected onto a narrow wall of the building Sunday night during a cocktail reception for Realty Executive Broker/Owners at the conference. It was very impressive. The conference was great. Not only were Broker/Owners there but Executives from all over the continent were attending too. There were many great moments, but one that stood out was David Tedesco's announcement that the International website is going to be enhanced to include a CMA capability. This capability will allow a consumer to do a CMA on their property and have it be available on their cell phone.

All Broker/Owners and Executives who have a Realty Executive website and have the IDX upload from MLS will have the CMA capability in their market. No longer will you have to find a vendor that can do this for you, you can do it yourself. David Celaya also reviewed with us upgrades to the website. Also, PrimeAgent is our backdoor to the Realty Executives International website. Here are just a few of those enhancements to the website.

- Increasing the speed and performance of our websites
- Completely overhauling the listing detail pages with more listing information, maps, schedule a home tour, videos, schools
- Ability to further customize the homepage and seller pages
- Continued efforts on the SEO front to boost our listings on google

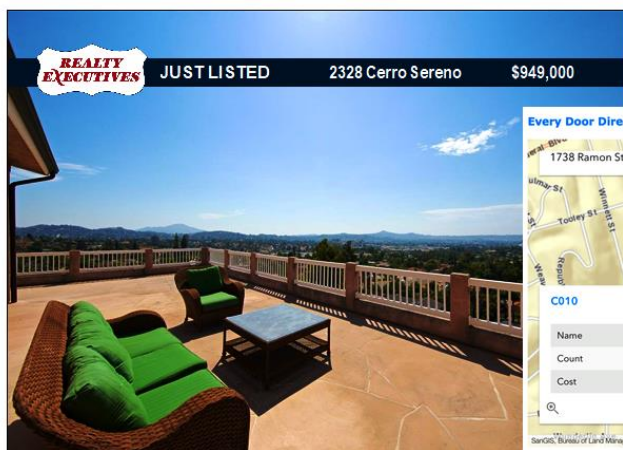
Training Updates

- We're now hosting 2-4 live webinars per week
- Over 80 pre-recorded training videos in the Training Center
- 4-week courses for Brokers, Administrative/Marketing Teams and Executives
- DMX pocketbook

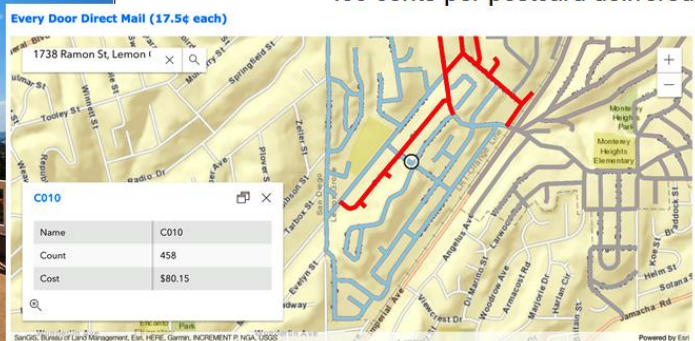


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Let the neighbors know that you just listed a property near them by mailing a postcard. Let Realty Executives find the addresses and mail the postcard.



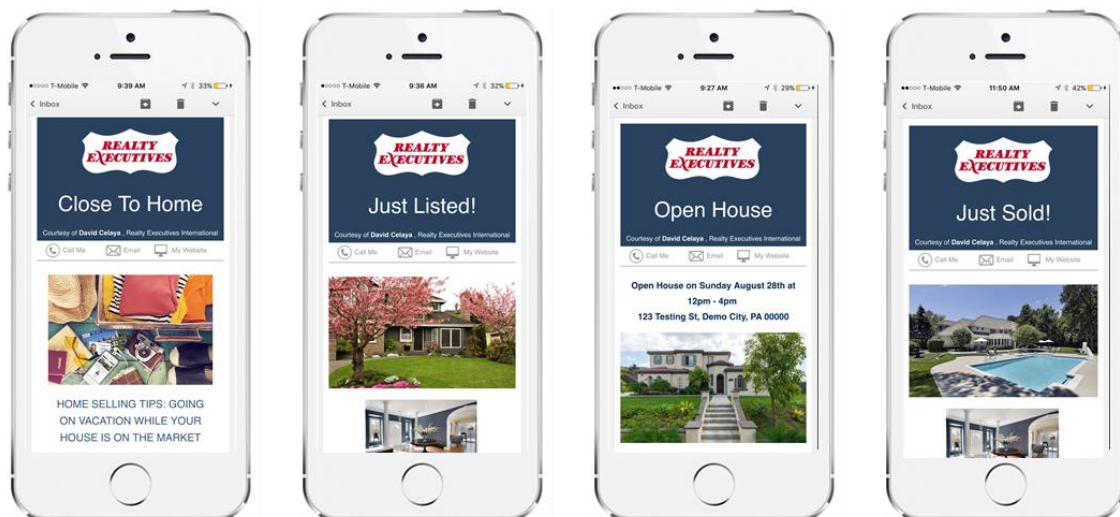
Full color front and back
Photo stock jumbo postcard
.55 cents per postcard delivered



Auto Populate your flyers and postcards using the Realty Executives website.



Automate email and text marketing using your phone and theirs.



NAR was fantastic! The theme was SKY'S LIMIT. Over 20,000 Realtors



attended. The Expo was packed with exhibitors. There were two new real estate franchises present but they did not hold a candle to what we offer. Realty Executives had a hospitality suite for entertaining and about 30 people from Realty Executives offices were there having a wonderful time. The International Ball was great. A super place to meet people interested in real estate in North America. Great event! Wish everyone could attend.