

The South Florida

# REALTOR<sup>®</sup>

CELEBRATING

100 YEARS

1920 - 2020

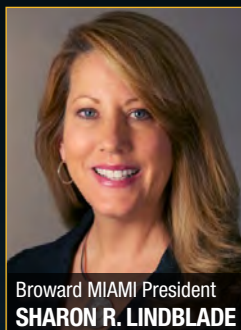
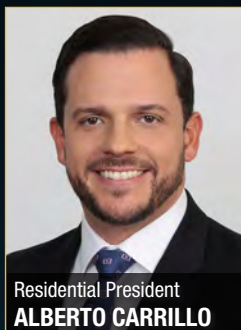
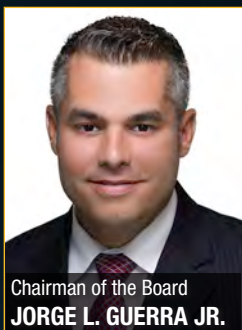
---

MIAMI Association of REALTORS<sup>®</sup>

*Making History*

LEADERSHIP ISSUE 2020

[www.MiamiRealtors.com](http://www.MiamiRealtors.com)



# We invite you

to visit our 8 locations - your beautiful MIAMI headquarters & 7 other full service offices & conference centers conveniently located near you.

Whenever you stop by, attend a class or enjoy a great cup of Starbucks coffee.

MIAMI - DADE



## HQ - MIAMI

700 S. Royal Poinciana Blvd., Ste. 400  
Miami, FL 33166  
(Near NW 36 St. & Le Jeune/ NW 42nd Ave.)

- Conference Center for 150
- Computer Lab for 42
- Supra & Member Services



## CORAL GABLES

245 Alcazar Avenue  
Coral Gables, FL 33134  
(Near Alhambra Circle & Ponce de Leon)

- Conference Center for 80
- Computer Lab for 25
- Supra & Member Services



## NORTHWESTERN DADE

415 West 51 Place, Ste. 200  
Hialeah, FL 33012  
(Near W. 4 Ave. & W. 49 Street)

- Conference Center for 80
- Computer Lab for 25
- Supra & Member Services



## AVENTURA

20803 Biscayne Blvd., Ste. 420  
Aventura, FL 33180

- Conference Center for 80
- Computer Lab for 25
- Supra & Member Services

### Stay in touch with MIAMI wherever you are:



Facebook.com/MiamiAssociation



Twitter.com/MiamiRealtors



LinkedIn.com/company/miamirealtors



YouTube.com/MiamiAssociation



Instagram.com/theMiamiRealtors



Periscope  
Download from App store or Google Play @miamitrainers

PALM BEACH



## JTHS-MIAMI JUPITER

2151 Alternate A1A South  
Ste. 1100  
Jupiter, FL 33477

- Conference Center for 70
- Supra & Member Services

BROWARD



## W. BROWARD SAWGRASS

13680 Northwest 14 Street  
Sunrise, FL 33323  
(Sawgrass International Corporate Park)

- Dual Conference Center for 120
- Computer Lab for 42
- Supra & Member Services



## NORTHEAST BROWARD FORT LAUDERDALE

6451 N. Federal Highway, Ste. 116  
Ft. Lauderdale, FL 33308

- Conference Center
- 45-seat training center
- Supra & Member Services



## HOLLYWOOD

1 Oakwood Boulevard, Ste. 175  
Hollywood, FL 33020

- 75 seat auditorium
- 28-seat training center
- Supra & Member Services

### REFERENCE: Important Numbers & Websites

MIAMI .....	MiamiRealtors.com • (305) 468-7000
Email Information Request .....	info@miamire.com
Fax Lines .....	(305) 468-7030 or 7070
Member Service Hotline .....	English: (305) 468-7005 Spanish: (305) 468-7069
MLS Hotline .....	(305) 468-7067
MIAMI MLS Resources .....	MiamiRealtors.com/MLS MLS@miamire.com
Education/Event Hotline .....	(305) 468-7066
Registration .....	MiamiRealtors.com/calendar
MIAMI Trainers Resources ...	MiamiRealtors.com/trainers
Email Info to Trainers .....	trainers@miamire.com
Broker/Manager Resources ..	MiamiRealtors.com/Broker
Consumer MLS Searches .....	MiamiMLSOnline.com
JTHS-MIAMI REALTORS® .....	jthsrealtors.com jths@miamire.com
Member Services   P: (561) 746-2707   F: (561) 575-9766	
Florida Realtors ...	floridaRealtors.org .... (407) 438-1400
Florida REALTORS® Event Registration ...	(800) 669-4327
Florida REALTORS® Legal Hotline .....	(407) 438-1409
Florida REALTORS® Tech Helpline .....	(407) 587-1450
Form Simplicity .....	formsimplicity.com (407) 587-1450
NAR Info Central .....	nar.realtor (800) 874-6500
REALTOR.com .....	customercare@realtor.com (800) 878-4166
DBPR .....	myfloridalicense.com (850) 487-1395 - F: (850) 488-8040
Florida Real Estate Commission (FREC) ...	(850) 487-1395
ReportUnlicensedActivity .....	myfloridalicense.com (850) 487-1395
Matrix Tech Support .....	(888) 825-5472 M-F 8:30am-8:30pm/S-S 8:30am-3:00pm
Rapattoni MLS ...	rapattoni.com/support (866) 730-7114
Go MLS MIAMI .....	See MLS Tech Support
iMapp Support .....	support@imapp.com   (800) 208-1210
Supra Lock Box/Key ....	supraekey.com   (877) 699-6787
Proxio Connect .....	proxio.com   support@proxio.com
Showing Time .....	support.showingtime.com   (800) 379-0057
Premium Open House .....	MiamiBrokerOpenHouse.com
GreatSchools.net .....	MiamiRealtors.com/greatschools
Purchase Domain Names .....	BuyDomainNamesAndMore.com

### Published by the MIAMI Association of REALTORS®

700 South Royal Poinciana Boulevard • Ste. 400 • Miami, FL 33166  
(305) 468-7000 • Fax: (305) 468-7070 - 7030  
info@miamire.com • www.MiamiRealtors.com

### Editorial & Design

**Lynda Fernandez** | Chief of Communications & Global

**Jorge Llovet** | Senior VP of Marketing & Design

**David Garcia** | Senior VP of Media & Design

### Sponsorship & Affiliate Opportunities

**Liz Juffin** | VP of Business Development

P: 954-505-5189 | F: 954-815-7370 | lizj@miamire.com

### Vision

MIAMI is the voice for real estate, influencing and shaping the industry.

### MIAMI Mission

To provide our members the resources and services to deliver the highest level of professional service to their customers and be more profitable and successful in the global marketplace.

The opinions expressed in The South Florida REALTOR® should not be construed to be the opinions of staff, directors or general membership of the MIAMI Association of REALTORS®. Neither the Association, its staff nor its directors warrants the information. Reprinting in whole or part of any article(s) appearing in THE REALTOR® is invited so long as proper credit is given to this publication and the author of the article is reprinted. Copies of such reprints may be sent to the Association in care of the editor.

2020 © MIAMI Association of REALTORS®



25th Anniversary Miami Global Congress  
Flag Ceremony



MIAMI Leaders with The MIAMI Letters



Miami Global Congress Reception at Natiivo



Global Partners at MIAMI Reception  
in San Francisco



Miami-Dade Public Schools Superintendent Alberto Carvalho



25th Anniversary Miami Global Congress Attendees with The MIAMI Letters



MIAMI Global Partners and Leaders at  
NAR Realtors Expo in San Francisco



Big Brokers Panel at MIAMI Global Congress



MIAMI Leaders at Holiday Party at the Hard Rock



Florida Lieutenant Governor Jeanette Nuñez, Consul General of Panama Ricardo  
Alfredo Gaitan Arrocha with MIAMI Leaders and Foreign Dignitarie



Foreign Partners and Leaders at MIAMI Global Reception  
in San Francisco



MIAMI Leaders at MIAMI Global Reception  
in San Francisco



Global Partners at MIAMI Global  
Congress Reception at Natiivo



MIAMI Leaders at the MIAMI Global Exhibit  
at NAR Realtors Expo in San Francisco

# 2020 MIAMI Corporate Board of Directors



**Chairman of the Board**  
**Jorge L. Guerra, Jr.**, CRS  
Real Estate Sales Force  
814 Ponce De Leon Blvd., Ste. 503  
Coral Gables, FL 33134  
P: 305-392-1497  
F: 305-402-0395  
C: 305-725-2828  
j@resf.com



**Chairman of the Board-Elect**  
**Jennifer Wollmann**, CIPS, C2EX  
BHHS EWM Realty  
550 South Dixie Highway  
Coral Gables, FL 33146  
P: 305-960-2418  
C: 305-776-2792  
wollmann.j@ewm.com



**2019 Chairman of the Board**  
**José Maria Serrano**, CDM, C2EX  
New Miami Realty Corp  
10950 N Kendall Drive, Ste. 200  
Miami, FL 33176  
P: 305-635-5000  
C: 305-283-0492  
jserrano@newmiamiirealty.com



**Secretary**  
**Mark Sadek**, CIPS  
The Keyes Company, Inc.  
2920 North University Drive  
Coral Springs, FL 33065  
P: 954-752-0900  
C: 954-326-8708  
F: 954-752-2378  
marksadek@keyes.com



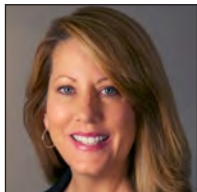
**Treasurer**  
**George C. Jalil**, RAA, TRC  
First Service Realty, Real Living  
13155 SW 42 Street  
Miami, FL 33175  
P: 305-551-9400  
F: 305-222-1555  
C: 786-303-3435  
george@jalilrealtor.com



**Commercial President**  
**Fernando Arencibia, Jr.**, C2EX  
Arenci Properties Realty  
655 W. Flagler Street, Ste. 203  
Miami, FL 33130  
C: 786-512-3745  
F: 888-745-6212  
fernando@arenciproperties.com



**Residential President**  
**Alberto Carrillo**  
RelatedISG International Realty  
350 NE 24 Street, Ste. 103  
Miami, FL 33137  
C: 305-975-4909  
alberto@relatedisg.com



**Broward-MIAMI President**  
**Sharon R. Lindblade**  
CIPS, GRI, PMN, PSA, C2EX  
Century 21 Hansen Realty  
3010 E. Commercial Blvd.  
Fort Lauderdale, FL 33308  
P: 954-776-5400  
C: 954-383-4477  
slindblade@gmail.com



**JTHS-MIAMI President**  
**David Abernathy**, e-PRO, C2EX  
Waterfront Properties & Club  
Communities  
825 Parkway Street, Ste. 8  
Jupiter, FL 33477  
P: 561-628-0128  
david@wfpcc.com



**YPN MIAMI President**  
**Peter Ortega**, C2EX  
Keller Williams Miami Beach  
1680 Meridian Ave., Ste. 200  
Miami Beach, FL 33139  
C: 562-209-4014  
PeterOrtega@kw.com



**Commercial President-Elect**  
**Stephen R. Rigl**, MBA, SIOR, CDM  
Binswanger-Gateway Partnership  
7301 SW 57 Court, Ste. 540  
South Miami, FL 33143  
C: 305-546-6933  
srigl@gatewaycos.com



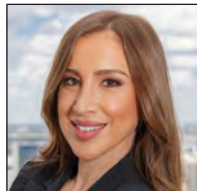
**Residential President-Elect**  
**Daniel A. Guerra**  
Fortune International Realty  
2666 Brickell Avenue  
Miami, FL 33129  
P: 305-338-0126  
miamidg@gmail.com



**Broward-MIAMI President-Elect**  
**Patrick Simm**, ABR, CRS, GRI, e-PRO  
Keller Williams Realty Partners SW  
2000 NW 150th Ave., Ste. 1100  
Pembroke Pines, FL 33028  
P: 954-237-0438  
C: 954-709-8258  
OneCoolRealtor@PatrickSimm.com



**JTHS-MIAMI President-Elect**  
**Bill Mate**  
Paradise Real Estate International  
601 Heritage Drive, Ste. 111  
Jupiter, FL 33458  
P: 561-402-9920  
F: 561-623-5454  
bill@paradisere.com



**YPN MIAMI President-Elect**  
**Bethany Martinez**, SRS  
RelatedISG International Realty  
350 NE 24 Street, Ste. 103  
Miami, FL 33137  
C: 786-329-9021  
realtor@bethanymartinez.com



**Director**  
**Ines Hegedus-Garcia**, C2EX  
Avanti Way Realty  
17100 Collins Ave., Ste. 205  
Sunny Isles Beach, FL 33160  
C: 305-206-9366  
ines@miamism.com



**Director**  
**Ron Shuffield**  
Berkshire Hathaway  
HomeServices EWM Realty  
201 Alhambra Circle, Ste. 1060  
Coral Gables, FL 33134  
P: 305.960.2525  
C: 305.775.3390  
shuffield@ewm.com



**Director**  
**Natascha Tello**, CDPE, CIAS  
Keller Williams Realty  
(Level 5 Leadership)  
2000 NW 150 Ave., Ste. 1100  
Pembroke Pines, FL 33028  
P: 954-237-0600  
natascha@kw.com



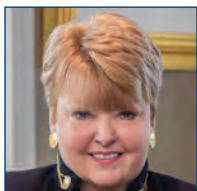
**Director**  
**Matey Veissi**, CRS, CIPS, TRC, RSPS  
Veissi & Associates, Inc.  
12396 SW 82 Avenue  
Pinecrest, FL 33156  
P: 305-665-9299  
C: 786-367-6078  
mateyveissi@gmail.com



**Director**  
**Moe Veissi**  
Veissi & Associates, Inc.  
12396 SW 82 Avenue  
Miami, FL 33156  
P: 305-665-9299  
C: 786-367-0171  
moeveissi@gmail.com



**Director**  
**Christopher Zoller**, CRS, C2EX  
EWM Realty International  
550 South Dixie Highway  
Coral Gables, FL 33146  
P: 305-329-7779  
F: 305-662-5646  
C: 305-321-3221  
zoller.c@ewm.com



**Chief Executive Officer**  
**Teresa King Kinney**  
CAE, CIPS, GRI, RCE, TRC  
P: (305) 468-7010  
F: (305) 468-7011  
tkinney@miamire.com

## MIAMI Board of Directors

The MIAMI Association of Realtors represents over 52,000 professionals and is the largest local Realtor association in the U.S. The MIAMI Association and its Board of Directors are dedicated to our members, leadership in the industry, the real estate profession, and the communities we serve. Our leaders impact the market, further our international presence, make key policy decisions and recommendations on important issues affecting the real estate industry, analyze trends and information, and provide the most impressive and comprehensive package of programs, products and services available in the market today.

## 2020 CORPORATE PRIORITIES

- Market Influence
- Broker/Member Profitability
- Commercial
- Global
- Advocacy, RPAC & Housing Initiatives
- Increased Professionalism & Professional Development
- MIAMI 100 Story
- Data/Analytics
- Collaboration & Cooperation with other Organizations
- Community Initiatives



# 2020 MIAMI Commercial Board of Governors



**Commercial President**  
**Fernando Arencibia, Jr.**, C2EX  
Arenci Properties Realty  
655 W. Flagler Street, Ste. 203  
Miami, FL 33130  
C: 786-512-3745  
F: 888-745-6212  
fernando@arenciproperties.com



**Commercial President-Elect**  
**Stephen R. Rigl**, MBA, SIOR, CCIM  
Binswanger-Gateway Partnership  
7301 SW 57 Court, Ste. 540  
South Miami, FL 33143  
C: 305-546-6933  
srigl@gatewaycos.com



**2019 Commercial President**  
**Jennifer Wollmann**, CIPS, C2EX  
Berkshire Hathaway  
HomeServices EWM Realty  
550 South Dixie Highway  
Coral Gables, FL 33146  
P: 305-960-2418  
C: 305-776-2792  
wollmann.j@ewm.com



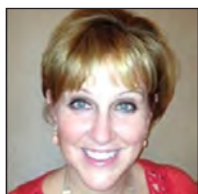
**Governor**  
**Richard Candia**  
Douglas Elliman Real Estate  
1515 Sunset Drive, Ste. 10  
Coral Gables, FL 33143  
C: 305-984-1645  
P: 305-677-5000  
richard.candia@elliman.com



**Governor**  
**Peter M. Catania III**  
PMC Prime Properties, Inc.  
915 Middle River Dr., 6 Floor  
Fort Lauderdale, FL 33304  
P: 561-843-7355  
pc@pmcprimeproperties.com



**Governor**  
**Floyd Cerf**, CCIM  
The Keyes Company, Inc.  
2121 SW 3 Ave., 3rd FL  
Miami, FL 33129  
P: 305-779-1800  
Floydcerf@keyes.com



**Governor**  
**Kay Conageski**, SRES, ILHM, MRP  
The Keyes Company, Inc.  
10091 NW 1st Court  
Plantation, FL 33324  
P: 954-336-2166  
KayConageski@Keyes.com



**Governor**  
**John Dohm**, SIOR, CCIM, CFP  
Infinity Commercial/Fla Transatlantic  
6600 Cowpen Road, Ste. 205  
Miami Lakes, FL 333014  
P: (954) 557-3646  
john@jdohm.com



**Governor**  
**Augusto J. Fonte**, CCIM  
AJF Properties, Inc.  
2100 Ponce De Leon Blvd.  
Ste. 1111  
Coral Gables, FL 33134  
P: 305-443-6880  
C: 305-984-6881  
gus@ajfproperties.com



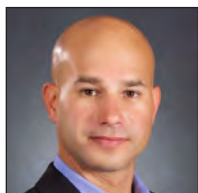
**Governor**  
**Jennifer M. Forbes**  
Commercial TeamMates, Inc.  
1500 S. Douglas Rd., Ste. 200  
Coral Gables, FL 33134  
P: 305-446-7905  
C: 305-788-6051  
jennifer@commercialteammates.com



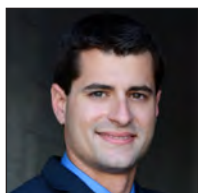
**Governor**  
**Michael Hinton**, CCIM  
APEX Capital Realty  
901 NE 79 Street  
Miami, FL 33138  
P: 305-632-2575  
michael@apexcapitalrealty.com



**Governor**  
**Maria G. Juncadella**  
SIOR, CCIM, MBA  
Fairchild Partners, Inc.  
6705 Red Road, Ph 604  
Coral Gables, FL 33143  
P: 305-668-0620  
C: 786-256-0979  
mjuncadella@fairchildpartners.com



**Governor**  
**Joshua Kohn**  
Kohn Commercial Real Estate  
1537 Northwest 23rd Street  
Miami, FL 33127  
C: 305-794-6704  
josh@kohncommercial.com



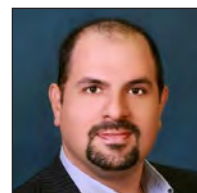
**Governor**  
**Jonathan Lay**, CCIM, MSF, MSIRE  
Fairchild Partners  
6705 Red Road, PH 604  
Coral Gables, FL 33143  
P: 305-668-0620  
C: 786-390-5927  
jlay@fairchildpartners.com



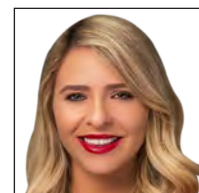
**Governor**  
**Jamie Rose Maniscalco**, MA  
APEX Capital Realty  
901 NE 79 Street  
Miami, FL 33138  
C: 201-264-0113  
jamie@apexcapitalrealty.com



**Governor**  
**Tamika Moses**, MSIRE  
Robin Bird Realty Inc.  
2719 Hollywood Blvd., Ste. A-1486  
Hollywood, FL 33020  
C: 954-404-4646  
tamika@robinbirdrealty.com



**Governor**  
**Lorenzo Perez Jr.**, CCIM, CIPS, MSIRE  
Premier International Properties  
3850 Bird Road, Ste. PH1  
Coral Gables, FL 33146  
P: 305-225-7587  
C: 305-310-5568  
lorenzo@piprops.com



**Governor**  
**Rayza Perez**  
DWTWN Realty Advisors  
7125 NE 4th Avenue, Ste. 101  
Miami, FL 33138  
M: 786-325-9928  
P: 786-235-8046  
rp@dwtwnrealtyadvisors.com



**Governor**  
**Brian Sharpe**  
Sharpe Properties Group  
1060 East 33 Street  
Hialeah, FL 33013  
P: 305-693-3500  
F: 305-693-3497  
brian@sharpeproperties.com



**Governor**  
**Yulia Vargas**  
AG Commercial  
Real Estate Advisors  
40 SW 13 Street, Ste. 202  
Miami, FL 33130  
P: 305-374-2092  
C: 786-780-3344  
yulia@veta.group



**Chief of Commercial**  
**Paul Cauchi**  
P: (305) 468-7060  
F: (305) 468-7061  
paul@miamire.com

## MIAMI Commercial Board of Governors

MIAMI Commercial is dedicated to leadership in the commercial industry, the real estate profession, and the communities we serve. MIAMI Commercial impacts key policy decisions and important issues affecting the commercial industry, analyzes information, has strong legislative initiatives, provides important member services and presents commercial events and programming throughout the year. The Association also provides international marketing tools and resources for our commercial members. With over 2,600 members, we are the largest leading commercial Realtor association in Florida and one of the largest in the nation - offering more education, marketing tools and services than any other. MIAMI Commercial received the first Accreditation from the National Association of Realtors.

**Stay in Touch with MIAMI Commercial wherever you are:**



linkedin.com/company/miami-commercial  
facebook.com/MIAMICommercialRealtors  
twitter.com/MIAMICommRE  
youtube.com/MiamiAssociation  
instagram.com/miami\_commercial



### 2020 COMMERCIAL PRIORITIES

- MLS
- Education
- Research
- Recruitment
- Partnerships
- Networking
- Global
- Advocacy
- Social Media
- Media & Public Relations

# 2020 Residential Board of Governors



**Residential President**  
**Alberto Carrillo**, C2EX  
RelatedISG International Realty  
350 NE 24 Street, Ste. 103  
Miami, FL 33137  
C: 305-975-4909  
alberto@relatedisg.com



**Residential President-Elect**  
**Daniel A. Guerra**  
Fortune International Realty  
2666 Brickell Avenue  
Miami, FL 33129  
P: 305-338-0126  
miamidg@gmail.com



**2019 Residential President**  
**Ines Hegedus-Garcia**, C2EX  
Avanti Way Realty  
17100 Collins Ave., Ste. 205  
Sunny Isles Beach, FL 33160  
C: 305-206-9366  
ines@miamism.com



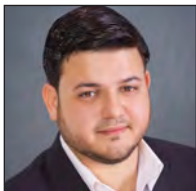
**Governor**  
**Eddie Blanco**  
Stratwell  
17687 NW 78 Avenue  
Miami, FL 33015  
O: 305-403-6430  
P: 305-403-6446  
eddie@stratwellrealestate.com



**Governor**  
**Maria E. Carrillo**, CRS, SFR, C2EX  
The Keyes Company, Inc.  
2121 SW 3 Avenue, Ste. 100  
Miami, FL 33129  
C: 305-984-3180  
marimirealestate@gmail.com



**Governor**  
**Scott Diffenderfer**, CIPS, LCAM  
COMPASS Florida, LLC  
605 Lincoln Road, 7th Floor  
Miami Beach, FL 33139  
C: 305-458-3334  
P: 305-851-2820  
F: 786-347-5469  
scottd@compass.com



**Governor**  
**Jorge H. Fernandez**, C2EX  
RelatedISG International Realty  
2875 NE 191 Street, Suite 200  
Aventura, FL 33180  
P: 305-932-6365  
C: 305-297-6958  
Jorge@relatedisg.com



**Governor**  
**Justine Jimenez Garcia**  
CRS, CDPE, MRP, C2EX  
Countywide Properties ERA  
6431 Coral Way  
Miami, FL 33155  
P: 305-264-6660  
C: 305-632-5523  
Justine@countywideproperties.com



**Governor**  
**Carlos Gutierrez**  
COMPASS Florida, LLC  
605 Lincoln Rd., 7th Floor  
Miami Beach, FL 33139  
P: 305-710-9655  
Carlos@GGMiamiRE.com



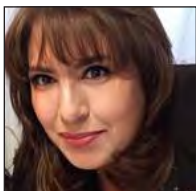
**Governor**  
**Julio Guzman**  
Avanti Way Realty  
10 Palms Plaza  
Homestead, FL 33030  
P: 305-508-7250  
C: 786-229-0157  
jguzman@avantiway.com



**Governor**  
**Angelique Hibbert**, GRI, ABR, SRS, PSA  
The Keyes Company, Inc.  
17900 NW 5th St., Ste. 106  
Pembroke Pines, FL 33029  
C: 786-262-5345  
ANHibbert25@Gmail.com



**Governor**  
**Ed Martinez**, C2EX  
RE/MAX Unique Realty  
6167 Miami Lakes Drive E  
Miami Lakes, FL 33014  
P: 954-303-3032  
O: 305-822-7444  
ed@edmartinez.com



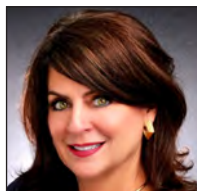
**Governor**  
**Nora Muci**, CIPS, GRI, TRC  
Muci Group Real Estate  
& Investment  
8200 NW 41 Street, Ste. 200  
Doral, FL 33166  
C: 305-495-3038  
norademuci@gmail.com



**Governor**  
**Neal Oates Jr.**, CRS, C2EX, SFR, AHW  
World Renowned Real Estate  
2520 Dewey Street  
Hollywood, FL 33020  
C: 786.897.4832  
NealOates@gmail.com



**Governor**  
**Martha Pomares**, GRI, ABR, CIPS, CRS, C2EX  
Douglas Elliman Real Estate  
3059 Grand Avenue, Ste. 340  
Coconut Grove, FL 33133  
P: 305-728-2444  
C: 305-298-4978  
martha.pomares@elliman.com



**Governor**  
**Dianne Regalado Kammerer**  
CAM, CRS, C2EX  
Coldwell Banker Residential Real Estate  
4000 Ponce De Leon Blvd. Ste. 700  
Coral Gables, FL 33146  
P: 305.667-4815  
C: 305-905-0930  
F: 305-442-9554  
dianne.regalado@floridamoves.com



**Governor**  
**Michelle Rojas**, CRS, GRI, ABR, SRS, C2EX  
Brown Harris Stevens  
7500 Red Road  
South Miami, FL 33143  
C: 305-562-7751  
michelle@homeinmiami.net



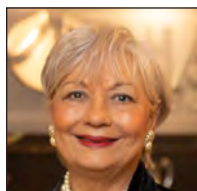
**Governor**  
**Denise Sicuso**  
Berkshire Hathaway  
HomeServices EWM Realty  
12751 South Dixie Highway  
Pinecrest, FL 33156  
P: 305-960-2622  
C: 305-281-8278  
sicuso.d@ewm.com



**Governor**  
**Enrique Teran**  
Avanti Way Realty  
8700 West Flagler, Ste. 160  
Miami, FL 33178  
P: 305-229-1146  
C: 305-318-5302  
F: 305-229-1299  
enrique@teran@avantiway.com



**Governor**  
**Albert Vasquez**, ABR, SRS, CDPE  
Keller Williams Realty Miami Lakes  
14261 Commerce Way, Ste. 102  
Miami Lakes, FL 33016  
P: 305-801-2761  
albert@avregroup.com



**COO & Chief Marketing Officer**  
**Deborah Boza-Valledor**  
CIPS, CRB, CRS, GRI, TRC, RSPS, AHW  
P: (305) 468-7080  
F: (305) 468-7081  
deborah@miamire.com

## MIAMI REALTORS®... a Century of Service

The Residential Board of Governors and the Broward-MIAMI Board of Governors are the Association's think tank, brain trust and expert resource for their respective marketplace. They are **MIAMI's** eyes and ears in the residential real estate market. The Governors identify and monitor threats, opportunities and solutions based on the issues and challenges facing **MIAMI** members on a day-to-day basis. The Governors make decisions relative to how the Association can be an integral part of our member's business, professional and community solutions. Together with the **MIAMI** Professionals, they identify, customize and implement the very best leading-edge products, services and programs to benefit **MIAMI** members – helping them win **MORE** listings, reach **MORE** buyers and close **MORE** sales – increasing their business and profitability.

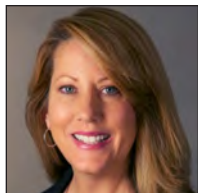
You are our top priority – helping all **MIAMI** members achieve the highest level of professionalism and deliver the highest level of service to your customers – and that means ongoing education. With **MORE** than 4,000 programs, classes and seminars in 2020, **MIAMI** is helping YOU to be the best professional possible and helping YOU win **MORE** listings, reach **MORE** buyers and close **MORE** sales...creating a better marketplace for everyone. A few key priorities for 2020 are:

**MLS** – Making the best possible MLS available to **MIAMI** members has always been a priority, in 2020 we continue to kick it up several notches and it begins with choices! **MIAMI** Members have a choice of MLS Primary Platforms: Matrix or Rapattoni. And with **MIAMI** Platinum PLUS, **MIAMI** Members have the opportunity to choose BOTH MLS Platforms in addition to Premium Products and Services. **MIAMI**

## 2020 RESIDENTIAL PRIORITIES

- MLS
- Global
- Professional Development
- Standards & Professionalism
- Broker Engagement & Profitability
- Housing & Community Initiatives
- RPAC & Advocacy
- DATA/Analytics
- MIAMI As the Real Estate Source

# 2020 BROWARD-MIAMI Board of Governors



**Broward-MIAMI President**  
**Sharon R. Lindblade**  
CIPS, GRI, PMN, PSA, CZEK  
Century 21 Hansen Realty  
3010 E. Commercial Blvd.  
Fort Lauderdale, FL 33308  
P: 954-776-5400  
C: 954-383-4477  
slindblade@gmail.com



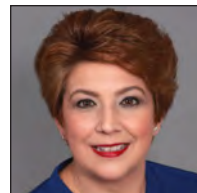
**Broward-MIAMI President-Elect**  
**Patrick Simm**, ABR, CRS, GRI, e-Pro  
Keller Williams Realty Partners SW  
2000 NW 150th Ave., Ste. 1100  
Pembroke Pines, FL 33028  
P: 954-237-0438  
C: 954-709-8258  
OneCoolRealtor@PatrickSimm.com



**2019 Broward-MIAMI President**  
**Jonathan Keith**  
COMPASS Florida, LLC  
1200 East Las Olas Boulevard  
Fort Lauderdale, FL 33301  
C: 954-709-9742  
P: 954-210-7040  
Jonathan.Keith@Compass.com



**Governor**  
**Patricia C. Anglero**  
Galleria International Realty  
945 East Las Olas Boulevard  
Fort Lauderdale, FL 33301  
P: 954-229-2222  
F: 954-357-1977  
patricia@galleriarealtors.com



**Governor**  
**Terri Bersach**  
CRB, CRS, CIPS, SFR, TRC  
Coldwell Banker Residential Real Estate  
2690 Weston Road, Ste. 101  
Weston, FL 33331  
P: 954-384-0099  
C: 305-785-7979  
terri.bersach@floridamoves.com



**Governor**  
**Kay Conageski**, SRES, ILHM, MRP  
The Keyes Company, Inc.  
10091 NW 1st Court  
Plantation, FL 33324  
P: 954-336-2166  
KayConageski@Keyes.com



**Governor**  
**Oscar S. Daza**  
The Keyes Company, Inc.  
2920 N. University Dr.  
Coral Springs, FL 33065  
C: 954-815-8056  
OscarDaza@keyes.com



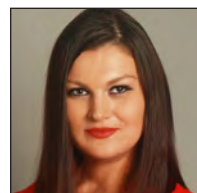
**Governor**  
**Stacey Fiore**, PMN, SRS, PSA, MRP, CZEK  
Century 21 Keystone Realty  
9021 Taft Street  
Pembroke Pines, FL 33024  
C: 954-658-8336  
StaceyFioreRealtor@gmail.com



**Governor**  
**Marco Fonseca**  
ABR, CIPS, CRS, GRI, TRC, AHWD  
Realty World FDR Realty Group  
20925 Lyons Rd.  
Boca Raton, FL 33428  
C: 754-235-7588  
O: 561-757-5626  
marco@fdrrealtyworld.com



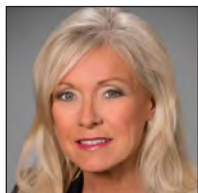
**Governor**  
**Jay Granieri**  
COMPASS Florida, LLC  
1200 E. Las Olas Blvd.  
Fort Lauderdale, FL 33301  
C: 310-713-9090  
Jay.Granieri@Compass.com



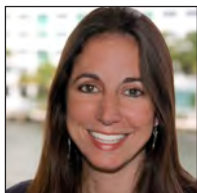
**Governor**  
**Jonida Goga**  
Century 21 Hansen Realty  
3010 E Commercial Blvd.  
Fort Lauderdale, FL 33308  
P: 954-776-5400  
C: 727-666-4449  
gogajona@gmail.com



**Governor**  
**Sonia Gaby Martinez**  
PSA, CDE  
Xtreme International Realty  
11386 W. State Road 84  
Davie, FL 33325  
P: 954-530-0211  
C: 954-303-5986  
gaby@xtremeir.com



**Governor**  
**Brenda McGee**  
Coldwell Banker Residential Real Estate  
3319 Sheridan Street  
Hollywood, FL 33021  
P: 305-707-1265  
C: 716-397-5874  
brenda.mcgee@floridamoves.com



**Governor**  
**Venus Proffer**, PMN, CRS  
Coldwell Banker Residential Real Estate  
4757 North Ocean Boulevard  
Fort Lauderdale, FL 33308  
P: 954-781-9393  
F: 954-781-4334  
C: 954-816-8992  
RealtorVenus@gmail.com



**Governor**  
**Alfredo Pujol**, BPOR, MRP  
Keller Williams Realty Partners SW  
2000 NW 150 Ave., Ste. 1100  
Pembroke Pines, FL 33028  
P: 954-237-0433  
C: 305-733-2834  
Apujol@kw.com



**Governor**  
**Aroosa Rauf**, SFR  
RE/MAX Presidential  
20803 Biscayne Blvd., Ste. 101  
Aventura, FL 33180  
701 Promenade Drive, Ste. 230  
Pembroke Pines, FL 33026  
P: 1-888-406-1948  
aroosarauf@remax.net



**Governor**  
**Donna Reid**, AHWD  
Coldwell Banker Resi R.E.  
3319 Sheridan St.  
Hollywood, FL 33021  
P: 954-963-1600  
C: 954-243-4212  
F: 954-874-3497  
donna.reid@floridamoves.com



**Governor**  
**Christopher Ricci**, GRI, PMN, MRP  
RE/MAX Integrity  
5785 S. University Drive  
Davie, FL 33328  
C: 954-770-8872  
P: 954-621-3939 | Ext. 105  
ChrisRicci@Remax.net



**Governor**  
**Mark Sadek**, CIPS  
The Keyes Company, Inc.  
2920 North University Drive  
Coral Springs, FL 33065  
P: 954-752-0900  
C: 954-326-8708  
F: 954-752-2378  
marksadek@keyes.com



**Governor**  
**Marcia van Zyl**  
Berkshire Hathaway  
HomeServices Florida Realty  
1306 SE 17 Street  
Fort Lauderdale, FL 33316  
P: 954-449-2702  
C: 561-339-8291  
marciavanzyl@bhhsfloridarealty.com



**COO & Chief Marketing Officer**  
**Deborah Boza-Valledor**  
CIPS, CRB, CRS, GRI, TRC, RSFS, AHWD  
P: (305) 468-7080  
F: (305) 468-7081  
deborah@miamire.com



**Chief of Broward & Palm Beach Operations**  
**Danielle Y. Clermont**  
P: (954) 843-9782  
F: (954) 843-9783  
daniellec@miamire.com

## 2020 BROWARD MIAMI PRIORITIES

- Global
- Commercial
- Marketing Tools
- Professional Development
- Member Engagement & Events
- Recruitment & Retention
- Broward Website
- Community Partnerships
- Government Affairs &
- Ambassador Program

Designation and Certification courses in 2020: CRS - Certified Residential Specialist, CRB - Certified Residential Brokerage Manager, CIPS - Certified International Property Specialist, ABR - Accredited Buyer Representative, SRS - Seller Representative Specialist and CLHMS - Certified Luxury Home Marketing Specialist... just to name a few. In response to the ever-changing real estate industry, **MIAMI** will be expanding its offerings on Social Media Management, Reputation Management, Marketing, Branding and Global, plus **MORE** courses than ever before for Broker/Managers and Commercial practitioners. The **MORE** you learn, the **MORE** you earn!

**Global** – Connecting Members and Markets – **MIAMI** has more than 200 global real estate partners, the most of any REALTOR® Association in the U.S. These alliances create business opportunities for **MIAMI** members, Residential and Commercial, enhance **MIAMI's** global position and strengthen the local real estate market and economy. **MIAMI's** International tools and resources plus the launch of the Global Property Exchange (Property Xchange) help its members to grow their global business through Global Market Research, Global events in Miami & abroad, International Professional Development, Cobrandable Global Marketing materials and so much **MORE**!

members can also choose Matrix en Español and the **MIAMI** Commercial MLS. Both Matrix and Rapattoni MLS have been customized for the South Florida market with enhanced reports and new data fields that reflect the changing real estate needs of both customers and members. **MORE** and **MORE** MLS integrated, market-centric and consumer engaging products and services than ever before to provide THE best MLS experience.

**Professional Development** – In addition to our more than 1,800 MLS classes, **MIAMI** will offer an unprecedented line-up of top level Professional

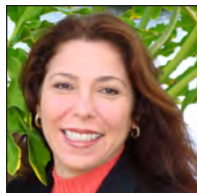
# 2020 JTHS-MIAMI Board of Governors



**JTHS-MIAMI President**  
**David Abernathy**, e-PRO, C2EX  
Waterfront Properties & Club Communities  
825 Parkway Street, Ste. 8  
Jupiter, FL 33477  
P: 561-628-0128  
david@wfpcc.com



**JTHS-MIAMI President-Elect**  
**Bill Mate**  
Paradise Real Estate International  
601 Heritage Drive, Ste. 111  
Jupiter, FL 33458  
P: 561-402-9920  
F: 561-623-5454  
bill@paradisereale.com



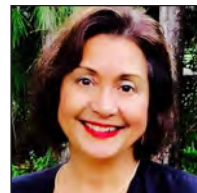
**2019 JTHS-MIAMI President**  
**Kim Price**, CIPS, Green  
William Raveis Real Estate  
125 North Avenue, Ste. 310  
Palm Beach, FL 33480  
C: 561.379.4554  
O: 561.655.6570  
F: 561.741.1038  
kimpricerealtor@gmail.com



**Governor**  
**Jill Barnwell**, MRP  
Keyes Company  
218 North US Hwy. 1  
Tequesta, FL 33469  
C: 561-262-5613  
JillBarnwell@Outlook.com



**Governor**  
**Gina Beaumont Pelcher**, GRI  
Waterfront Properties & Club Communities  
825 Parkway Street, Ste. 8  
Jupiter, FL 33477  
P: 561-676-8319  
gpelcher@wfpcc.com



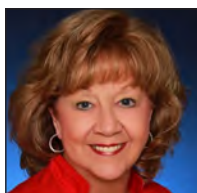
**Governor**  
**Yvonne Belardo**  
Illustrated Properties  
300 West Indiantown Road  
Jupiter, FL 33458  
P: 561-339-3680  
iseldreamhomes@gmail.com



**Governor**  
**Joseph E. Bettag**  
Coastal Properties  
725 N. Highway A1A, Ste. B-105  
Jupiter, FL 33477  
P: 561-746-9775  
F: 561-658-6442  
C: 561-308-3292  
j.bettag@coastalpropertiesfl.com



**Governor**  
**Nancy Cardone**, AAWWD  
William Raveis Real Estate  
1201 US Highway One, North  
Palm Beach, FL 33408  
P: 561-308-9441  
NancyCardone@aol.com



**Governor**  
**Phyllis Choy**, CIPS, C2EX  
Water Pointe Realty Group  
393 Tequesta Drive  
Tequesta, FL 33469  
P: 561-368-5508  
F: 561-747-3881  
PChoy@bellsouth.net



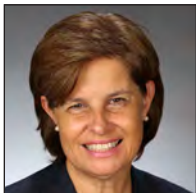
**Governor**  
**Martha Gillespie-Beeman**  
ABR, CIPS, CNE, Green, GRI, MRP  
The Sheehan Agency  
500 University Blvd., Ste. 207  
Jupiter, FL 33458  
P: 561-801-0052  
m.beeman@thesheehanagency.com



**Governor**  
**Courtney Smitheman**  
Crane Reed Properties, LLC  
967 Alt. A1A, Ste. 3  
Jupiter, FL 33477  
P: 561-301-0932  
csmitheman@crane-reed.com



**Governor**  
**Kimberly Tuscani**  
Berkshire Hathaway  
HomeServices EWM Realty  
351 S. US Highway One, Ste. 104  
Jupiter, FL 33477  
C: 561-358-5915  
P: 561-354-1700  
tuscanikim@gmail.com



**Governor**  
**Nancy Waligora**  
Paradise Real Estate International  
601 Heritage Drive, Ste. 111  
Jupiter, FL 33458  
C: 561-414-6381  
waligoraus@gmail.com



**Business Partner Governor**  
**John Renaldo**  
Jupiter Inlet Title, LLC  
1025 W. Indiantown Rd., Ste 101  
Jupiter, FL 33458  
P: 561-427-1888  
F: 800-303-7380  
john@jupiterinlettitle.com



**Business Partner Governor**  
**Pamela Van Woerkom**  
Sage Title & Escrow  
4241 Northlake Boulevard  
Palm Beach Gardens, FL 33410  
P: 561-721-9686  
F: 561-721-2980  
pvan@sagecompanies.net



**Chief of Broward & Palm Beach Operations**  
**Danielle Y. Clermont**  
P: 954-843-9782  
F: 954-843-9783  
daniellec@miamire.com



**JTHS-MIAMI Vice President**  
**Joanne Werstein**  
P: 561-935-9019  
F: 561-575-9766  
joanne@miamire.com



**JTHS-MIAMI Assistant Manager**  
**Sarah Jensen**  
P: 561-746-2707  
F: 561-575-9766  
sarah@miamire.com



Jim King and his team at the YPN Battle of the Bartenders



Kim Price & Bill Mate at After Hours Event



JTHS-MIAMI at After Hours event



Kim Price, Phyllis Choy, Jennifer Daversa at Holiday Potluck

## 2020 JTHS-MIAMI PRIORITIES

- Member Engagement & Recruitment
- Broker & Member Profitability
- Professional Development
- Commercial
- Community Initiatives & Government Affairs
- IDX/Website Joint Feed Solution
- MLS
- Ambassador Program
- Global

## The JTHS-MIAMI Board of Governors

Our JTHS-MIAMI Board of Governors are committed to leading the way in our South Florida real estate market as well as in the local areas they represent. With a strong "boots on the ground" approach, these leaders are highly engaged in their respective business and social communities, serving on numerous boards and councils in order to best represent the clients they serve. As a result, this has enabled our JTHS-MIAMI leaders to keep abreast of the most relevant issues and concerns affecting our members. Some key priorities for 2020 include: ensuring our JTHS-MIAMI members are taking advantage of unparalleled international exposure for their listings; encouraging brokers and agents to become more involved in Association & community activities; identifying and implementing the top products & services to enhance member profitability, YPN engagement, the advancement of commercial issues and much more.



Phyllis Choy and Brad Westover checking out the Senior Angel Tree

# 2020 YPN MIAMI - Young Professionals Network Leadership Board



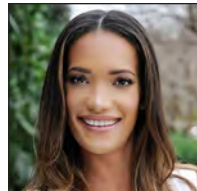
**YPN MIAMI President**  
**Peter Ortega**, C2EX  
 Keller Williams Miami Beach  
 1680 Meridian Ave., Ste. 200  
 Miami Beach, FL 33139  
 C: 562-209-4014  
 PeterOrtega@kw.com



**YPN MIAMI President-Elect**  
**Bethany Martinez**, SRS  
 RelatedISG International Realty  
 350 NE 24 Street, Ste.103  
 Miami, FL 33137  
 C: 786-329-9021  
 realtor@bethanymartinez.com



**2019 YPN MIAMI Past President**  
**Wesley Ulloa**, CLHMS  
 LUXE Properties  
 55 Merrick Way, Ste. 402  
 Coral Gables, FL 33134  
 C: 305-986-7041  
 P: 305-809-7650  
 Wesley@luxeknows.com



**Broward Chapter Chair**  
**Megan Probst**, SRS  
 Compass Florida, LLC  
 1200 East Las Olas Blvd., Ste. 103  
 Ft. Lauderdale, FL 33301  
 C: 954-999-2875  
 Megan.Probst@compass.com



**JTHS-MIAMI Chapter Chair**  
**Shakeerah Rolle**  
 Arise Real Estate Advisors  
 8409 N. Military Trail, Ste. 112  
 Palm Beach Gardens, FL 33410  
 C: 561-312-2641  
 ShakeerahRolle@yahoo.com



**Strike Realty**  
**Gabriel Amedee**  
 13831 SW 59 Street, Ste. 201  
 Miami, FL 33183  
 C: 305-332-0712  
 P: 305-330-2305  
 gabriel@strikerealty.com



**LUXE Properties**  
**Shanut Anaut**  
 55 Merrick Way, Set 402  
 Coral Gables, FL 33134  
 C: 786.325.0883  
 P: 305-809-7650  
 Shanut@LUXEknows.com



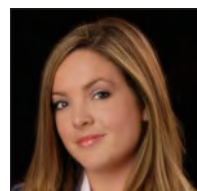
**Realty World MRG**  
**Katherine Arteta**  
 10631 N. Kendall Dr., Ste.220  
 Miami, FL 33176  
 P: 305-725-2368  
 katherine@realtyworldmrg.com



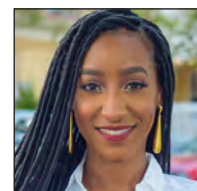
**Influencers Realty Group**  
**Phillip S. Calloway**, MS, C2EX  
 18151 NE 31 Ct., Ste.1706  
 Aventura, FL 33160  
 P: 305-926-6706  
 broker@influencersre.com



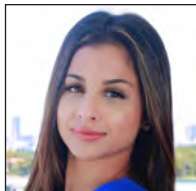
**The Keyes Company**  
**Jeffrey Corriolan**, PSA, ABR, SRS, 6-PRO  
 JC Sales Team  
 1535 Three Village Road  
 Weston, FL 33326  
 C: 305-542-6470  
 JeffCorriolan@keyes.com



**RE/MAX Advance Realty**  
**Dania Diaz**, TRC, MRP, CNE  
 7220 Red Road  
 South Miami, FL 33143  
 P: (786) 380-5180  
 daniadiaz@remax.net



**The Chandra Etienne Group**  
**Chandra Etienne**, MSIRE  
 EXP Realty  
 5966 S. Dixie Highway, Ste. 300  
 Miami, FL 33143  
 P: 786-558-3222  
 C: 786-873-8989  
 chandra@chandraetienne.com



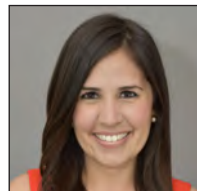
**Regatta Real Estate Management Inc.**  
**Banna Fakhoury**  
 1234 Washington Ave.  
 Miami Beach, FL 33139  
 C: 305-562-6243  
 banna@bannamiami.com



**Best Choice Real Estate**  
**Antonio Feliz**, C2EX  
 17670 NW 78th Ave., Ste. 107  
 Hialeah, FL 33015  
 P: 305-418-0873  
 C: 786-473-1113  
 antoniops1@gmail.com



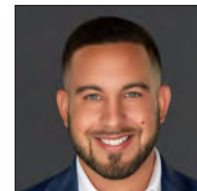
**Global Real Estate Advisor**  
**Tiffani Hill**  
 One Sotherby's Int'l Realty  
 2980 NE 207 ST., Ste. 801  
 Aventura, FL 33180  
 C: 305.906.0852  
 O. 305.935.0300  
 thill@onesothebysrealty.com



**Opes Real Estate Group**  
**Joanna Jimenez**  
 6881 Collins Ave.  
 Miami Beach, FL 33141  
 P: 305-537-4227  
 C: 305-302-6384  
 joanna@opesre.com



**RelatedISG International Realty**  
**Torrey Jones**  
 2875 NE 191st Suite 200  
 Aventura, FL 33180  
 C: 561-512-0185  
 Torrey@MyFlaHomes.com



**LUXE Properties**  
**Jaime Mejia**, MRP  
 55 Merrick Way, Ste. 402  
 Coral Gables, FL 33134  
 C: 305-484-9970  
 P: 305-912-6698  
 jaime@luxeknows.com



**The Keyes Company**  
**Alfredo Morejon**  
 2822 NE 187 Street  
 Aventura, FL 33180  
 P: 305-898-2600  
 AlfredoMorejon@keyes.com



**Julie's Realty**  
**Julie Sidorevskaya**, BPOR  
 1700 Kennedy Causeway, Ste. 160  
 North Bay Village, FL 33141  
 C: 305-340-1857  
 P: 305-751-6400  
 F: 786-517-2960  
 Julie@JuliesRealty.net



**Coldwell Banker Resi Real Estate**  
**Ashley Silva**  
 20803 Biscayne Blvd., Ste. 102  
 Aventura, FL 33180  
 C: 407-222-9596  
 ashleysilvamiami@gmail.com



**Director of Creative Services**  
**Executive for YPN**  
**Kevin Puricelli**  
 P: 305-468-7023  
 F: 305-468-7030  
 kevin@miamire.com

## 2020 YPN MIAMI PRIORITIES

- Success of Our YPNs
- Membership Engagement Events
- Building Miami & Broward Chapters
- New Creative Content
- New Educators, Topics, & Presentations
- YPN Branding
- Global MIAMI YPN
- Government Affairs & State Directors
- Leadership in Community Service
- Coordination with Leadership Boards



# 2020 MIAMI Professionals



**Teresa King Kinney** CDE, RCE, CIPS, TRC  
Chief Executive Officer  
P: 305-468-7010 | F: 305-468-7011  
tkinney@miamire.com



**Deborah Boza-Valledor**  
CPS, CRS, CRS, TRC, RPS, AAWO  
COO & Chief Marketing Officer  
P: 305-468-7080 | F: 305-468-7081  
deborah@miamire.com



**Liz Sturrock** RCE, e-PRO, CDEX  
Chief Innovation Officer  
P: 305-468-7045 | F: 305-468-7030  
liz@miamire.com



**Paul Cauchi** e-PRO  
Chief of Commercial  
P: 305-468-7060 | F: 305-468-7061  
paul@miamire.com



**Lynda Fernandez** CDE, RCE, CIPS, e-PRO, TRC  
Chief of Communications & Global  
P: 305-468-7040 | F: 305-468-7041  
lynda@miamire.com



**Danielle Blake**  
Chief of Public Policy  
P: 305-468-7017 | F: 305-468-7018  
danielle@miamire.com



**Danielle Y. Clermont**  
Chief of Broward & Palm Beach Operations  
P: 954-843-9782 | F: 954-843-9783  
daniellec@miamire.com

## PROFESSIONAL DEVELOPMENT



**Leticia Oliver** RSPS, TRC, CIPS, e-PRO  
Chief of Professional Development  
P: 305-468-7077 | F: 305-468-7078  
letty@miamire.com



**Liset Hanes**  
VP of Training  
P: 305-468-7002 | F: 305-468-7016  
liset@miamire.com



**Sheila Caballero** TRC  
Director of Registration  
P: 305-468-7028 | F: 305-468-7070  
sheila@miamire.com



**Carmen Vesga** MBA, CIPS  
Prof. Development Director  
P: 305-468-7055 | F: 305-468-7070  
carmen@miamire.com



**Jean-Marc Verne**  
Professional Development Specialist  
P: 305-468-7099 | F: 305-468-7070  
jean@miamire.com



**Ana Maria Rodriguez** MSL  
Senior VP of Government Affairs  
P: 305-468-7017 | F: 305-468-7046  
ana@miamire.com



**Jessica M. Mendez**  
Manager of Community Initiatives  
P: 305-468-7065 | F: 305-468-7041  
jessica@miamire.com

## GOVERNMENT & COMMUNITY AFFAIRS

## HEADQUARTERS | MEMBER SERVICES



**Christian D. Hidalgo**  
Senior VP of Operations  
P: 305-468-7050 | F: 305-468-7030  
christian@miamire.com



**Joseph Penalver**  
Sr. VP Member Services  
P: 305-468-7051 | F: 305-468-7030  
joseph@miamire.com



**Isis Morales**  
Sr. Member Services & Supra Specialist  
P: 305-468-7023 | F: 305-468-7030  
isis@miamire.com



**Cristina Rios**  
Sr. Member Services Specialist  
P: 305-468-7004 | F: 305-468-7030  
cris@miamire.com



**Xochitl Rieche**  
Member Services &  
Professional Standards Manager  
P: 305-468-7044 | F: 305-468-7043  
xochi@miamire.com



**Luis Rivero**  
Sr. Member Services Specialist  
P: 305-468-7035 | F: 305-468-7030  
luis@miamire.com



**Sashy Lams**  
Sr. Member Services Specialist  
P: 305-468-7097 | F: 305-468-7030  
sashy@miamire.com

## HEADQUARTERS | MEMBER SERVICES



**Tanesha West**  
Member Services Coordinator  
P: 305-468-7093 | F: 305-468-7030  
taneshawest@miamire.com



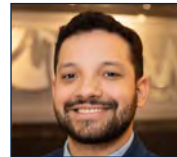
**Manuel Amparo**  
Member Services Specialist  
P: 305-468-7059 | F: 305-468-7030  
manuel@miamire.com



**Daniel Hidalgo**  
Member Services Specialist  
P: 305-468-7056 | F: 305-468-7030  
daniel@miamire.com



**Cecilia Echezabal**  
Manager of Concierge Services  
P: 305-468-7090 | F: 305-468-7030  
cecilia@miamire.com



**Ander Egurrola**  
Member Services Specialist  
P: 305-468-7094 | F: 305-468-7030  
ander@miamire.com



**Tyson Hanes**  
Sr. MLS/Member Services Specialist  
P: 305-468-7085 | F: 305-468-7030  
tyson@miamire.com

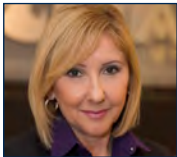


**Diana Echezabal**  
Operator  
P: 305-468-7000 | F: 305-468-7030  
Diana@miamire.com

## CORAL GABLES | MEMBER SERVICES



**Leslie F. Rosales** MBA, CIPS  
Senior VP of Broker Relations  
P: 305-468-7034 | F: 305-468-7036  
leslie@miamire.com



**Maria Anderson**  
Sr. Member Services Specialist  
P: 305-468-7038 | F: 305-468-7030  
maria@miamire.com



**Andoni Egurrola**  
Member Services Advisor  
P: 305-468-7052 | F: 305-468-7030  
andoni@miamire.com



**Jasmine Amaro**  
Manager of Concierge Services  
P: 305-468-7087 | F: 305-468-7030  
jasmine@miamire.com



**Bettina L. Owens**  
Member Services Specialist  
P: 305-468-7076 | F: 305-468-7030  
Bettina@miamire.com



**Elianny J. Guerrero**  
Assistant Manager NWD  
P: 305-468-7051 | F: 305-468-7030  
elianny@miamire.com



**Lizabeth Martinez**  
Member Services Specialist  
P: 305-468-7088 | F: 305-468-7030  
lizabeth@miamire.com

## NORTHWESTERN DADE | MEMBER SERVICES

## WEST BROWARD - SAWGRASS | MEMBER SERVICES



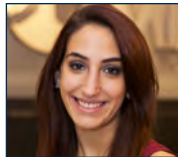
**Kenneth Brown**  
Asst. Manager Sawgrass  
P: 954-843-9776 | F: 954-843-9779  
ken@miamire.com



**Cheryl A. Torrence**  
Sr. Member Services Specialist  
P: 954-505-5193 | F: 305-468-7030  
cheryl@miamire.com



**Monica Llorens**  
Member Services Specialist  
P: 305-468-7079 | F: 305-468-7030  
monica@miamire.com



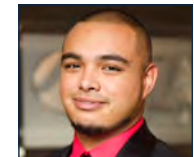
**Stephanie Cantafio-Dahl**  
Member Services Specialist  
P: 305-468-7022 | F: 305-468-7030  
stephaniec@miamire.com



**Brenton Weathersbee**  
Member Services Specialist  
P: 305-468-7092 | F: 305-468-7030  
brenton@miamire.com



**Ronnie Cedeno**  
Member Services Specialist  
P: 954-843-9778 | F: 305-468-7030  
ronnie@miamire.com



**Bryant Castellon**  
Asst. Manager Aventura  
P: 305-468-7049 | F: 305-468-7030  
bryant@miamire.com

## NORTHEAST BROWARD | MEMBER SERVICES



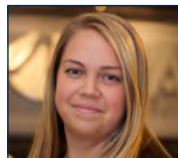
**Lori McQuestion**  
Director of Business Development  
P: 954-843-9779 | C: 954-895-7464  
lorim@miamire.com



**Ida Guerra**  
Business Development &  
Training Specialist  
P: 561-935-6056 | F: 305-468-7030  
ida@miamire.com



**Stephanie Williams**  
Sr. Member Services Specialist  
P: 954-843-9774 | F: 305-468-7030  
stephanie@miamire.com



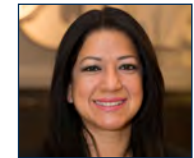
**Kimberly Curiel**  
Member Services & Transfer Specialist  
P: 305-468-7021 | F: 305-468-7030  
kimberly@miamire.com



**Joanne Werstein**  
JTHS- MIAMI Vice President  
P: 561-935-9019 | F: 561-575-9766  
joanne@miamire.com



**Sarah Jensen**  
JTHS- MIAMI Assistant Manager  
P: 561-746-2707 | F: 561-575-9766  
sarah@miamire.com



**Yamileth Nuñez**  
Manager of Concierge Services  
P: 305-468-7049 | F: 305-468-7030  
yami@miamire.com

## JTHS-MIAMI | MEMBER SERVICES

## AVENTURA | MBR. SERVICES

## MIAMI SERVICES TRAINERS



**Robert Rodriguez** TRG  
SVP of Technology Services  
P: 305-468-7057 | F: 305-468-7070  
robertr@miamire.com



**Connie Nieto**  
Sr. Instructor of Technology Services  
P: 305-468-7057 | F: 305-468-7016  
connie@miamire.com



**Maggie Curiel**  
Instructor of Technology Services  
P: 305-468-7089 | F: 305-468-7058  
maggie@miamire.com

## MLS



**Bill Cole**  
Vice President of MLS Policy  
P: 954-843-9780 | F: 954-843-9781  
bill@miamire.com



**Ivette Sostre**  
MLS Director  
P: 305-468-7037 | F: 305-468-7042  
ivette@miamire.com



**Chi Hoang** CPS  
MLS Manager  
P: 305-468-7013 | F: 305-468-7030  
chi@miamire.com



**Michael Curiel**  
Manager of MLS Data Integrity  
P: 305-468-7096 | F: 305-468-7030  
michael@miamire.com

## ACCOUNTING



**Eureka R. Christopher**, MBA  
Chief Financial Officer  
P: 305-468-7047 | F: 305-468-7083  
eureka@miamire.com



**Arlande Cherizol**  
Senior Accountant  
P: 305-468-7075 | F: 305-468-7006  
arlande@miamire.com



**Marlene Rios**  
Accounting Specialist  
P: 305-468-7095 | F: 305-468-7006  
marlene@miamire.com

## IT TECH



**Jesus Feria**  
VP of Information Technology  
P: 305-468-7008  
jesus@miamire.com



**Blake Albertson**  
Web Development Specialist  
P: 305-468-7003  
blake@miamire.com

## CORPORATE AFFILIATES



**Liz Juffin**  
VP of Business Development  
P: 954-505-5189  
lizj@miamire.com



## COMMUNICATIONS, MEDIA & DESIGN



**Chris Umpierre**  
Director of Communication & Research  
P: 305-468-7047 | F: 305-468-7030  
chris@miamire.com



**Jorge Llovet**  
Senior VP of Marketing & Design  
P: 305-468-7026 | F: 305-468-7027  
jorge@miamire.com



**David Garcia**  
Senior VP of Media & Design  
P: 305-468-7098 | F: 305-468-7070  
david@miamire.com



**Kevin Puricelli** CPS  
Director of Creative Services  
and Executive for YPN  
P: 305-468-7023 | F: 305-468-7030  
kevin@miamire.com



**Oliver Lopez**  
Creative Services  
P: 305-468-7054  
oliver@miamire.com

## Member Outreach Connecting With You!

Our dedicated Member Outreach professionals connect with you throughout South Florida - meeting brokers and agents, conducting product & services presentations and customized trainings - another amazing benefit of your MIAMI Membership.



**Leslie Fernandez**  
VP of Business Development  
Miami-Dade



**Lori McQuestion**  
Director of Business Development  
Broward



## Maximum Exposure with MIAMI's 52,000+ Members

Contact Liz Juffin to Join as an Affiliate Member & for Sponsorship, Exhibitor & Advertising Opportunities

**Liz Juffin** | LizJ@miamire.com  
VP of Business Development

From left to right  
Maggie Curiel, Liset Hanes,  
Connie Nieto, Robert Rodriguez & Ida Guerra

**4** Full-Time Trainers  
**8** Office Locations  
**50** Trainings Per Week  
**150+** Products & Services  
**160** Hands-on Computers  
**2510** Trainings Per Year  
**50,000** Members...

**Trainers@Miamire.com**  
Tips, Tricks & Resources from  
your Miami Trainers

# Congratulations

Recipient of the 2019  
**William R. Magel Award of Excellence**

NAR's Highest Honor & Distinction for Realtor Association Executives

**Teresa King Kinney**, CEO  
MIAMI Association of REALTORS®



# 2020 | Congratulations

## Women's Council of REALTORS®

### MIAMI-DADE Network



**Rebecca Carmona**  
President



**Marlene Llamas-Leon**  
President-Elect



**Leonor Garrido**  
Secretary



**Aida Vega-Medinilla**  
Treasurer



**Rosie Zamanillo**  
Events Director



**Jennyffer Kurz**  
Membership Director

### BROWARD Network



**Kyshana Guzman**  
President



**Sophia Allen**  
President-Elect



**Danielle Hanson**  
Secretary



**Tracy Siebald**  
Treasurer



**Melinda Grimaldi**  
Membership Director

### JTHS Network



**Lynne Rifkin**  
President



**Kim Price**  
President-Elect



**Pam Van Woerkom**  
Secretary



**Pat Overton**  
Treasurer

Women's Council of  
**REALTORS®**

## NATIONAL DIRECTORS

David B. Abernathy  
Fernando Arencibia  
Nancy C. Cardone  
Alberto Carrillo  
John Dohm  
Patti S. Fitzgerald  
Daniel A. Guerra  
Jorge Luis Guerra Jr.  
Ines Hegedus-Garcia  
George C. Jalil  
Frank E. Kowalski  
Sharon R. Lindblade  
Bethany J. Martinez  
William "Bill" Mate  
Rei L. Mesa  
Peter Ortega  
Christina Pappas  
Stephen R. Rigi  
Mark Sadek  
Jose Maria Serrano  
Patrick Simm  
Matey H. Veissi  
Moe Veissi  
Jennifer Wollmann  
Christopher Zoller

## STATE DIRECTORS

Yorghi A. Abad Mitre  
Manulani Acosta

Peter J. Aleman  
Sophia Allen  
Gabriel Amedee  
Israel V. Ameijeiras  
Maria E. Arias  
Myrna Shanut Anaut  
George R. Assal  
Lissette C. Avila  
Ellen Berkman  
Alma B. Betancourt  
Patrick T. Bissett  
Gina Blanco  
R. Ginenne Boehm  
Deborah Boza-Valledor  
Phillip S. Calloway  
Richard F. Candia  
Rebecca A. Carmona  
Maria E. Carrillo  
Phyllis Choy  
Peggy L. Clemente  
Kay A. Conageski  
Jeffrey C. Corriolan  
Chris Cox  
Dino De Cardenas  
Ralph E. De Martino  
Rosa M. Delgado  
Scott Diffenderfer  
David Dweck  
George Espinosa  
Chandra D. Etienne  
Banna Fakhoury  
Antonio Feliz  
Jorge A. Fernandez

Jorge H. Fernandez  
Sandra Fernandez  
Stacey Lynn Fiore  
Marco A. Fonseca  
Jose A. Garcia  
Jonida Goga  
Daniele Gordon  
Carlos Gutierrez  
Michael D. Hinton  
Marylou Jalil  
Ana Karina Jerez  
Justine J. Garcia  
Torrey Jones  
Daniel Kijner  
John R. Kinney  
Edward Martinez  
Gaby Martinez  
Brenda L. McGee  
Jaime Mejia  
Ellen Mitchell  
Alfredo Morejon  
Tamika Moses  
Nora Muci  
Jim D. Norton  
Charlene Oakowsky  
Neal A. Oates Jr.  
Jose A. P. Nunes  
Thamara Pichardo  
Guiseppe Pistone  
Martha Pomares  
Kim Price  
Megan Probst  
Venus Proffer  
Oscar Puig Corve  
Alfredo Pujol  
Frank X. Pulles  
Julia C. Pulles  
Aroosa Rauf  
Dianne M. Regalado  
Donna Reid  
Aurace C. Rengifo  
Oscar N. Resek  
Christopher S. Ricci  
Michelle Rojas  
Julie Sidorevskaya  
Ashley Silva  
Miguel A. Soria  
Debra Spadafora  
Jackie Lee Sylvester  
Wesley Ulloa  
Aida R. Vega-Medinilla  
Lisa Vizcaino  
Rosie Zamanillo

To apply for State Director email:  
[ana@miamire.com](mailto:ana@miamire.com)

## New Commercial Designees

### CCIM

Certified Commercial  
Investment Member  
Ivelisse Meneses  
Brian Carter  
Ariel Diaz  
Juan M. Martinez  
Claudia Splinter-Diaz

### MIAMI COMMERCIAL CERTIFICATES

Alexander Agudelo  
Amanda Brilliant  
James Choates  
Javier Colon  
Kay Conageski  
Terrence Copeland  
Jimmy Del Gallo

Janeth Gamarra  
David Gonzalez  
Maria F. Miranda  
Tamika Moses  
Joana Molina Diaz  
Rey Muniz  
Luis E. Nunez  
George Reyes  
Jack Schrodt  
Xia Shugin  
Barbara Triana

Reinaldo M. Valdes  
Alberto Villegas  
Anthony Willis  
Jennifer Wollmann  
Linda C. Zabelinski

## Designations & Certifications

National Designations & Certifications are the benchmark for excellence in the field of real estate. They are an important indicator of advanced qualifications, show a commitment to higher learning and advanced knowledge - and those who proudly display them show evidence that they are on the cutting edge of the real estate industry.

### ABR

Accredited Buyer's Representative

Irfan Abid  
Gabriela Abosi  
Alexi Altuve  
Damasia Alvarez  
Jorge Alvarez  
Erla Anderson  
Yeramy Aneiro  
Angel Arce  
Carolina Arceo  
Claudia Arias-Schreiber  
Carlos Benitez  
Helen Borges  
Rosanne Castellanos  
Sergio Cesario  
Zelma Colon  
Ana Cruz  
Cristina Cruz  
Maricel De Michele  
Michele Diamond  
Iryna Earle  
Wilfred Edwards  
Andreina Feleni  
Maria Farje Downing  
Sandra Fernandez  
Alina Fleites Tellez  
Michelle Griffiths  
Mirtha Guzman  
Yvette Henning  
Cecilia Heredia  
Miriam Hernandez  
Gregory Horton Sr  
Ana Hudde Chacin  
Deron Joy  
Graciela Kaminsky  
Nelson Leon  
Paula Lisi  
Lisa Lugo-Manns  
Sussel Machado Araujo  
Lucy Mangrum  
Jorge Martinez de Castro  
Maria Elena Martinez  
Angela McLeod  
Jenny Ivetta Mills  
Robert Morales  
Jose Muniz  
Silvia Nieto-Torres  
Peggy Caroli Ohana  
Miguel Perez  
Holly Poore  
Cynthia Rai  
Saud Rai  
Adria Sampedro  
Valeria Scinto  
Richard Soler  
Laura Solis  
Patricia Suarez  
Cher Varghese  
Carlos Zapata

### CRS

Certified Residential Specialist

Ruben Alfonso  
Gerardo I Arguello  
Alos A Benitez  
Cristina Benitez  
Rebecca Carmona  
Laura V Carneiro  
Margaret Chamorro  
Tiffany Comunale  
Dennis L. Fadden  
Diana Galavis  
Mate Granic  
Ashlee Harry  
Kenny Hayslett  
Adam Levy  
William Lyons  
Maria A Medina  
Venus Proffer  
Gabriel Pulido  
Ariadne Regueira  
Katia Reisler  
Cheryl Reynolds Linck  
Laura Solis  
Lisa Vizcaino  
Troy Wilson

### e-PRO®

Angela Canete  
Reinaldo Gonzalez  
Lila Lopez  
Leyla Miyasato  
Federico Nunez  
Angel Alvarez Jr  
Laura Baragiola  
Beatrice Barlet  
Dorothy Bass  
Ruth Bettini  
Elizabeth Biaggioni  
Judy Buchan  
Sandra Caucayo  
Federico Cervantes  
Sergio Cesario  
Deniz Cevik  
Janice Chai Chang  
Maria Elena Chiappi  
Danielle Clermont  
Jeffrey Corriolan  
Ana Cruz  
Renato de Azeredo M  
Pierre Denis  
Craig Emmanuel  
Albert Facini  
Patricia Franco  
Joseph Haddy  
Lawrence Hering  
Lidia Rose Hernandez  
Miriam Hernandez  
Omaida Hernandez  
Ceronda Jules  
Mylisa Lo  
Irene Lopez Rivas  
Mayra Martinez  
Cherian Mathew  
Lori McQuestion  
Ruth Mendoza  
Rodrigo Moscol  
Juan Navia  
Juan Organvizez  
Milton Ortega  
Marlene R. Pereira  
Jose Perez  
Eric Periu  
Marisol Phillips  
Carlos Rojas  
Yuri Saenz  
Carlos E Salinas  
Joise Sanchez  
Luz Sanchez  
Carmen Geral Schafer  
Melissa Shapiro  
Liz Sturrock  
Lorena Tello  
Rocio Torres

### AHWD®

At Home with Diversity  
Valeria Scinto

### CIPS

Certified International Property Specialist

Odney Bredy  
Jared Dalto  
Carlos Fonseca  
Elizabeth Gee  
Bill Howell  
Liza E Mendez  
Elizabeth Miller  
Camila Murata  
Milenia Nazaret  
Rocio Torres

### CPM

Certified Property Manager

Larry Quintanilla

### CRB

Certified Real Estate Brokerage Manager

Jose M Arreaza  
Derek Morgan  
Diana Orozco  
Noemi Uribarri  
Vanessa Valdes  
Guillermo Valverde  
Yulia Vargas  
Cher Varghese  
Alberto Velandia  
Jean-Marc Verne  
Rodney Ward  
Wilber Williams  
Hector Zapata  
Craig Zeleznik  
Giuliana Zunino Ribas  
Rafael Zuzolo

### GREEN®

Ruben Perez  
Korina Ravelo-Pomares  
Tammy Schneider

### GRI

Graduate REALTOR® Institute

Nava Adler  
Rita Alfonso  
Perla Antonio  
Connie Cooper  
Jodie Dial  
Maria Farje Downing  
Bernardo Hermilla  
Kathy Johanson  
Michelle Kantzler  
Jonathan Lluberes  
Marilyn Marante  
Belmis Montesino  
Daniel O'Brian  
Mario Priola  
Rodolfo Renwick  
Christopher Ricci  
Naiza Rijo Ontaneda  
Glademly Rubin  
Johanny S Escobedo  
Mary Sciumaria  
Shirelle M Trianvan  
Hector Valdes

### MRP

Military Relocation Professional

Roger Alexander  
Alan Alvarez  
Robbi Auerbach  
Todd Baer  
Jill Barnwell  
Michael Bradshaw  
Jose Brignoni  
Niurka Castaneda  
Rosanne Castellanos  
Marina Chacon  
Rhonda Claiborne  
Stania Collins  
Arleen Davis-Slagle  
Inna Diaz Silveira  
Rosalia Echeverria  
Janeth Gamarra  
Ryan Gebauer  
Martha Gillespie-Beeman  
Daria Gomez  
Peggy Greene  
Keyana Hazelton  
Beverly Hoban  
Justine Jimenez Garcia  
Kimberly Kraft  
Kimberly Lacapra  
Jonathan Lorber  
Yolanda Maldonado  
Stephanie Meeker  
Monica Mendoza  
Richard Merante  
Joan Ochoa  
Henry Pedrosa  
Larissa Porta  
Tasha Price  
Thamara Ramirez  
Redzuan Razak  
Esteban Reyes  
Luis Reyes  
Fabiana Rodriguez  
Gabriela Rodriguez  
Jasmari Rodriguez  
Reynaldo Rodriguez  
Alexandra Rojas  
Celia Ruiz  
Mario Sanchez  
Erik Skupeika  
Lidia Solorzano  
Monica Steinmuller  
Angel Torres  
Jibelsa Unzalu  
Shereen Vahabzadeh  
Guillermo Valverde  
Troy Wilson

Olga Capurro  
Federico Cervantes  
Sergio Cesario  
Turiany Cespedes  
Gredys Companioni  
Madeline Cowley  
Margarita Curiel  
Arleen Davis-Slagle  
Alexander Dickson  
Marilyn Escobar  
Carlos Flores  
Cecilia Flores  
Juan Flores  
Daniel French  
Maria Galluzzi  
Janeth Gamarra  
Caterine Garcia  
Jaye Garcia  
Nanci Gilbert  
Maria Gonzalez  
Carlos Gutierrez  
Kenneth Herzbrun  
Regina Itkis  
Batsheba Korine  
Lisa Lattimore  
Irene Lopez Rivas  
Lisa Lugo-Manns  
Maria Cristi Lujan  
Jorge Martinez de Castro  
Melkys Martinez  
Sonia Martinez  
Victoria Marynovsky  
Claudia Mauriello  
Rosangela Maxwell  
Marilyn Mercado  
Michael Mitchell  
Carlos Moreno  
Connie Nieto  
Joan Ochoa  
Antonio Omedas  
Juan Organvizez  
Henry Pedrosa  
Maria Pennella  
Graciela Pereira Nunes  
Jose Perez  
Melisa Perez  
Percy Perez  
Marisol Phillips  
Tasha Price  
Cynthia Rai  
Saud Rai  
Robin Reed  
Elsie Rehman  
Dunja Reyes Aguilera  
Antonio Rodriguez  
Jose Rodriguez  
Karina Rodriguez  
Maricela Rodriguez  
Carlos Rojas  
Jose Rojas  
Scott Rosenbaum  
Liset Salazar  
Sugeyrie Santiago  
Barbara Savalli  
Stephanie Scheller  
Steven Smelley  
Dinora Stack  
Monica Steinmuller  
Marina Stepensky  
Christine Torisk  
Victor Vazquez  
Miriam West Nesbit  
Melody Woodruff  
Sylvia Wright  
Maritza Yero Villanueva

### RSPS

Resort & Second-Home Property Specialist

Daniel French  
Tiffany Hudson  
Leah Mensah  
Katherine Scarim

### SFR

Short Sales & Foreclosure Resource

Jamile Brown  
Gladys Colon  
Daniel French  
Zulay Ilbert  
Ronald Nunez  
David Palacio  
Maria Perdomo Torres  
Silvia Peto Szendi  
Jennyfer Petruzzelli  
Desi Rodriguez  
Jacobo Rodriguez

Alexander Viera  
Melody Woodruff  
Evelyn Zamora

### SRS

Seller Representative Specialist Designation

Noah Aaronson  
Moises Alicea  
Erla Anderson  
Maritza Andino  
Claudia Arias-Schreiber  
Damaris Cheang  
Angelique Hibbert  
Gregory L Horton Sr  
Sussel Machado Araujo  
Yolanda Maldonado  
Maria A Medina  
Cecilia Murillo  
Federico Nunez  
Carlos Rojas  
Fernando M Tito  
David D Washington  
Jamie West

### SRES

Seniors Real Estate Specialist

Angel Alvarez Jr  
Stephen Badiner  
Thomas Buetikofler  
Janice Chai Chang  
Francis Cordero  
Monica De La Pava  
Robert Doblmeier  
Jose Fernandez  
Ekaterina Khayrullina  
Susan Panzer  
Debra Shaffer  
Lisa Shuster  
Lyna Vaisberg

### C2EX

Commitment to Excellence

David Abernathy  
Gabriel Amedee  
Fernando Arencibia  
Pennie Arneson  
Tasha Ashby  
George Assal  
Ellen Berkman  
Alma Betancourt  
Phillip Calloway  
Alberto Carrillo  
Maria Carrillo  
Phyllis Choy  
David Dweck  
Adam Eglin  
Antonio Feliz  
Jorge Fernandez  
Sandra Fernandez  
Alice Ferrer-Delgado  
Stacey Fiore  
Patricia Fitzgerald  
Jennifer Forbes  
Jorge Luis Guerra  
Ines Hegedus-Garcia  
Justine Jimenez Garcia  
Sharon Lindblade  
Marlene Llamas  
Nicolas Lopez Segura  
Nancy Maldonado  
Edward Martinez  
Elizabeth Miller  
Laura Morales  
Melanie Newman  
Neal Oates  
Peter Ortega  
Thamara Pichardo  
Martha Pomares  
Jamie Quick  
Dianne Regalado  
Stephen Rigi  
Peter Rivers  
Michelle Rojas  
Zully Ruiz  
Jose Serrano  
Miguel Soria  
Liz Sturrock  
Aida Vega-Medinilla  
Jennifer Wollmann  
Christopher Zoller

# MIAMI Awards

Congratulations to our 2019 Industry Leaders & Award Winners  
to be honored at the February 28, 2020 Inaugural Celebration

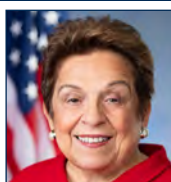
## MIAMI



**JOHN DOHM**  
REALTOR® OF  
THE YEAR



**JACK LEVINE**  
LIFETIME  
LEADERSHIP  
AWARD



**DONNA SHALALA**  
HOME-  
OWNERSHIP  
CHAMPION



**COMMERCIAL  
MLS**  
PRODUCT OF  
THE YEAR



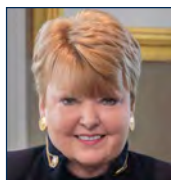
**BEACON  
COUNCIL**  
COMMUNITY  
PARTNER



**JUSTINE  
JIMENEZ  
GARCIA**  
NAHREP/  
INTERNATIONAL  
LEADERSHIP



**NELSON  
ROQUE**  
TRAINER  
EMERITUS



**TERESA  
KING  
KINNEY**  
OUTSTANDING  
LEADER AWARD



## COMMERCIAL



**JENNIFER  
WOLLMANN**  
COMMERCIAL  
REALTOR® OF  
THE YEAR



**PROXIOPRO**  
SFCOMMERCIALSEARCH.COM  
COMMERCIAL  
PRODUCT OF  
THE YEAR



**DIANE  
RIVERA**  
COMMERCIAL  
AFFILIATE OF  
THE YEAR

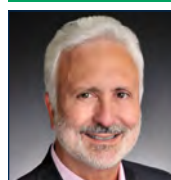


**ADAM  
YORMACK,  
ESQ.**  
COMMERCIAL  
EDUCATOR OF  
THE YEAR



**TONY  
CRISTOBAL**  
COMMERCIAL  
INITIATIVES  
AWARD

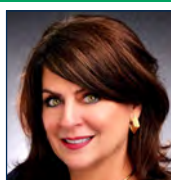
## RESIDENTIAL



**OSCAR  
RESEK**  
RESIDENTIAL  
REALTOR®  
CHAMPION



**JULIO  
GUZMAN**  
RESIDENTIAL  
RISING STAR



**DIANNE  
REGALADO  
KAMMERER**  
RESIDENTIAL  
ADVOCATE



**ROMY  
JURADO**  
EDUCATOR OF  
THE YEAR



**LUIS  
PADILLA**  
OUTSTANDING  
LEADERSHIP  
AWARD

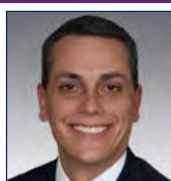
## BROWARD MIAMI



**DAVID  
DWECK**  
BROWARD  
CHAMPION OF  
THE YEAR



**KYSHANA  
GUZMAN**  
BROWARD  
RISING STAR



**COMMISSIONER  
BEN  
SORENSEN**  
BROWARD  
COMMUNITY  
LEADER OF THE  
YEAR

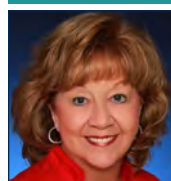


**MAX HOME  
INSPECTIONS**  
BROWARD  
AFFILIATE OF  
THE YEAR

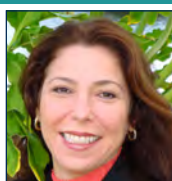


**BOTANIKO**  
BROWARD  
DEVELOPMENT  
PARTNER OF  
THE YEAR

## JTHS-MIAMI



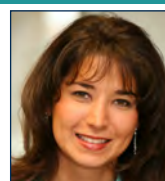
**PHYLLIS  
CHOY**  
PRESIDENTS  
AWARD



**KIM  
PRICE**  
JTHS-MIAMI  
REALTOR® OF  
THE YEAR



**MARTHA  
GILLESPIE-  
BEEMAN**  
LEADERSHIP  
AWARD



**COURTNEY  
SMITHEMAN**  
BROKER  
OF THE YEAR

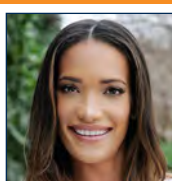


**JEFFREY  
RAYNOR**  
BUSINESS  
PARTNER OF  
THE YEAR

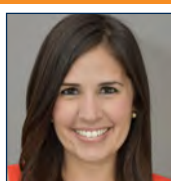
## YPN MIAMI



**PETER  
ORTEGA**  
YPN  
OF THE YEAR



**MEGAN  
PROBST**  
BROWARD YPN  
OF THE YEAR



**JOANNA  
JIMENEZ**  
YPN EDUCATOR  
OF THE YEAR



**JULIE  
SIDOREVSKAYA**  
YPN BROKER  
PARTNER OF  
THE YEAR



**CHANDRA  
ETIENNE**  
YPN ALL STAR  
OF THE YEAR

## An Afternoon of Celebration / Feb. 28 11:30AM - 3PM

Seminole Hard Rock Hotel & Casino  
1 Seminole Way, Hollywood, FL 33314

# Inaugural Celebration

**Cost: Only \$40 per person**  
For Table Reservations Contact Cecilia at 305.468.7090 or Cecilia@miamire.com  
Individual Reservations will be accepted after February 11th

- 11:30am / Reception
- 12:30pm / Inaugural Program
- 1:30pm / Luncheon
- 2:30pm / Entertainment
- 3:00pm / Prize Drawings!

# MiamiRealtors.com/Services

## FREE, Exclusive, Subscription & Discounted Services

### Websites, IDX & Syndication

- Proxio Premier Agent\*
- Agent 3000
- Proxio Connect
- Proxio Developer Showcase
- SaleCORE (formerly HomeSwing)
- WorldProperties.com
- TerraFlyPro
- BuyDomainNamesAndMore.com\*
- MiamiRealtors.com/WebMasters
- SavvyCard
- Listing Syndication (Brokers/Managers)
- ListHub (Brokers/Managers)
- BlueRoof 360\*
- Homes.com\*
- World Property Journal News Syndication\*



### Multi-Media, Photos, Videos, Tours

- Proxio Connect
- Proxio Developer Showcase
- TerraFlyPro
- Agent 3000 upgrade\*
- IUSE Photography\*
- MIAMI Preferred Photographer Program\*
- Property Panorama
- RPR
- MyHomePlans
- MyCondoPlans
- PadStyler\*
- Planomatic\*
- Virtual Biz360\*
- BoxBrownie\*



### CRM

- Agent 3000 Upgrade\*
- Total Brokerage\*
- Kleard
- SaleCORE\* (formerly HomeSwing)
- HomesConnect



### Sellers/Buyers, Presentations & CMAs

- Cloud CMA\*
- Proxio Premier Agent\*
- Form Simplicity Ultimate Edition\*
- RealDax\*
- Agent 3000
- Commercial Member-2-Member Marketing
- Proxio Connect
- RateMyAgent
- DeepBlocks
- Kleard
- Glide
- Surfina
- CartoFront **COMING SOON**
- TerraFlyPro
- MLS Offers
- LandLord Station
- SouthFloridaOpenHouseSearch.com
- SouthFloridaCommercialPropertySearch.com
- MiamiBrokerOpenHouse.com
- Vizzda
- CRN: Commercial Referral Network (Coming Soon)
- DashFly
- Remine
- iMAPP
- HomeSnap Pro
- RPR
- RPR Commercial
- Elevate
- Supra eKey
- Supra Web
- RatePlug
- Matrix Client Portal
- ShowingTime
- EDDM – Every Door
- eProperty Watch
- INRIX Drive Time



### MIAMI Platinum PLUS Subscription\*

- Matrix plus Rapattoni
- Rapattoni plus Matrix
- Form Simplicity Ultimate Edition
- One FREE NAR Designation Class
- Cloud CMA
- Proxio Premier Agent
- RealDax



### Supra

- NO COST/FREE Supra eKey Service
- Agent Safety Alert
- Data-at-the-Door
- Start & End Showing Notification
- Showing Feedback
- GetSupraNow.com
- Supra on your Smartphone
- Order Supra eKey online
- Supra Web
- Supra BT LE Lockboxes\*
- Supra eKey Service for Affiliates\*



### Marketing Tools

- Amarki
- Agent 3000
- Broker Command
- When You Work With Me/ Commercial (F)
- International Referral Network/ Commercial (F)
- MIAMI Commercial Listings Go More Places (F)
- Top 20 Reasons to Visit & Buy in Miami, Broward, Palm Beach & Martin County (F)
- Miami: Top Ranking City
- Broward & Palm Beach Top Ranking Market (F)
- Link to the World: Miami, Broward, Palm Beach & JTHS (F)
- Global Referral Network: Miami, Broward & JTHS (F)
- Miami-Dade International School Choices (F)
- Top Countries Searching So. FL Properties (F)
- Foreign Consumers Searching U.S. Properties (F)
- Miami Luxury: Knight Frank Report (F)
- Miami International Airport Statistics (F)
- Miami International Magazine
- When You List with Me (F)
- Miami-Dade, Broward, Palm Beach & Martin County in the Rankings (F)
- Homes Connect Drip Marketing
- eProperty Watch
- Homes Connect Drip Marketing



### Affiliates

- Affiliate Directory by Business Category
- JTHS Business Partners
- Platinum Sponsors
- Gold Sponsors
- Silver Sponsors



### Information Central

- Inman Select – FREE Subscription
- RETechnology – FREE Subscription
- RIS Media/MIAMI Dashboard
- Trending News/ MIAMI Dashboard
- Residential News/ MIAMI Dashboard
- Commercial News/ MIAMI Dashboard

- MIAMI Platinum PLUS
- Exclusives
- Not Exclusive but great Service – Deep Discounts for MIAMI Members where applicable
- (F) Marketing Flyer
- Services without \* are FREE to MIAMI Members



# Your One-Stop Destination...

## Commercial

- RealDax\*
- Form Simplicity Ultimate Edition\*
- South Florida Commercial MLS
- South Florida Commercial Property Search
- M2M: Member2Member Marketing
- Commercial Marketplace
- Listing Syndication Partnerships
- World Property Journal
- Commercial News Syndication
- Amarki
- Gridics
- When You Work With Me (F)
- International Referral Network (F)
- MIAMI Commercial Listings Go More Places (F)
- DeepBlocks\*
- Proxio Connect
- Premium TerraFly
- iMAPP
- BoxBrownie\*
- International Reports
- Search Other MLSs
- DotLoop
- Affiliates
- Resources
- Partner Associations
- Resources
- Advocacy
- Industry News
- RPR Commercial
- Remine
- Form Simplicity
- Education/Training



## Customer Engagement

- RateMyAgent
- Klearn
- H2File\*
- WikiRealty
- SavvyCard
- MiamiHomePrograms
- BrowardHomePrograms
- eProperty Watch
- GoMLS
- RealKnu\*
- SmarterAgent App
- HomesConnect Drip Marketing
- INRIX Drive Time
- RatePlug
- Elevate
- AnnounceMyNews
- AnnounceMyListing
- Great Schools
- Live Chat
- HomeSnap App
- Matrix Client Portal
- Matrix en Espanol + Client Portal



## Education

- MIAMI Realtors LIVE
- MIAMI-on-Demand
- MIAMI Video Library
- 5 Full-Time Trainers
- MIAMI Trainers Video Library
- Online Education
- Webinars
- Hands-On Tech Classes
- Designation & Certifications
- Online & Print Calendar
- South Florida Real Estate School



## Member Benefits

- GEICO – MIAMI Discounts\*
- CORE Health Insurance\*
- E&O Insurance\*
- NAR Benefits Program\*
- FR Benefits Program\*
- REALTORS® Federal Credit Union\*



## Broker/Managers

- Broker Command
- Broker/Manager Newsletter
- New Agent Big Deal Bag
- ListTrac
- ListHub
- Syndication



## Paperless Transactions

- Form Simplicity Ultimate Edition\*
- Glide
- H2File
- Form Simplicity
- DotLoop
- Transaction Desk\*



## Global Exposure

- Proxio Premier Agent\*
- RealDax\*
- Global Property Xchange
- Proxio Connect
- Top 20 Reasons to Visit & Buy (Translation & CoBrandable) (F)
- Referral Network (F) (Translated & Co-Brandable)
- Partner Association (CoBrandable) (F)
- Research
- Juwai
- Realopedia



## Big Data

- RealDax\*
- Broker Command
- SF Market Intel
- Market Focus Reports
- ReboGateway Utility
- Gridics
- Remine
- RPR
- RPR Commercial
- RPR Mobile
- MyCondoPlans
- MyHomePlans
- ListTrac
- Professional Search
- Data Co-op
- MLS Advantage



To find a specific Product or Service simply type in:  
**MiamiRealtors.com**/the name of the product or service  
 i.e. **Miamirealtors.com/Supra**

\*\* MIAMI Platinum PLUS is a Subscription Service of Premium Products, Services & Perks for top professionals  
 ■ Pricing is \$179.00/yr. **MiamiRealtors.com/PlatinumPLUS**  
 ■ Total Cost if Purchased Separately \$1720.00

One of the top ranked markets in the world, South Florida has become an international hub for business, art, luxury and nightlife. South Florida attracts those who want to live, work and play in our vibrant and innovative communities. The evolution from tourist destination to global mecca is evident, and the numbers prove it!

## MIAMI

### The Most Visual City in America

(Source: UpRoxx, 2019)

### Miami Ranks Among the Best Places to Live in 2019

(Source: Outside Magazine, 2019)

## #6

Miami is the sixth-healthiest city in the world

(Source: TravelSuperMarket.com, 2019)

## #2

Miami ranked No. 2 among all U.S. cities for the greatest international migrant influx from July 2017 to July 2018

(Source: U.S. Census, 2019)

## #1

Miami ranks No. 1 in the U.S. for best city for Generation X homebuyers

(Source: HomesDotCom, 2019)

## #4

Miami is the fourth-most exciting city in the world

(Source: Ucityguides.com, 2019)

## #22

Miami is the 22nd-most visited city in the world

(Source: Euromonitor International, 2019)

## #2

Miami is home to the second-fastest growing economy among large U.S. cities

(Source: WalletHub, 2019)

## #6

Miami ranked No. 6 in the U.S. for most tax-friendly major city in 2019

(Source: GoBankingRates.com, 2019)

## #13

Miami is ranked No. 13 in the U.S. for the best place to start a business

(Source: Inc.com, 2019)

## #14

South Beach ranked No. 14 among best beaches in America

(Source: TripAdvisor, 2019)

## #4

Miami ranked No. 4 for most walkable city in the United States

(Source: WalkScore.com, 2019)

## BROWARD

## #1

Fort Lauderdale ranked among the best real estate market bets for 2019

(Source: Local Monitor, 2019)

**Go to [SFMarketIntel.com](http://SFMarketIntel.com) for more South Florida Facts & Complete Rankings**

*The only REALTOR® Association in the world with 52,000 members, 221 International Partners around the world & MORE than 150 Products & Services.*



**Lynda Fernandez**, CAE, RCE, CIPS, TRC, e-PRO  
Chief of Communications &  
Global

lynda@miamire.com

**Chris Umpierre**  
Director of  
Communications  
& Research

chris@miamire.com



**#3**

Weston is the third-safest  
city in the United States

(Source: SafeHome.com, 2019)

**Fort Lauderdale  
ranked as one of  
the world's top  
destinations  
in 2019**

(Source: Bloomberg News, 2019)

**#1**

Pembroke Pines is the best city  
in Florida to raise a family

(Source: WalletHub, 2019)

**#5**

Cleveland Clinic Florida in  
Weston ranked No. 5 among  
all hospitals in Florida

(Source: U.S. News & World Report, 2019)

**PALM BEACH**

**#1**

Palm Beach ranked No. 1  
for richest city in Florida

(Source: HomeSnacks, 2019)

**#1**

Palm Beach Gardens ranked  
No. 1 for best city to live in  
Florida in 2019

(Source: ChamberofCommerce.org, 2019)

**#15**

Wellington ranked No. 15 in the  
U.S. to start a small business

(Source: Go.Verizon, 2019)

**5**

Palm Beach County schools  
made it into the top  
2,000 nationally

(Source: U.S. News & World Report, 2019)

**Delray Beach  
ranked among the  
five places to buy  
a luxury home  
in 2019**

(Source: Knight Frank Wealth Report, 2019)

**MARTIN**

**#8**

Martin County ranked as the  
No. 8 best county to live in Florida

(Source: Niche, 2019)

**#16**

Stuart ranked No. 16 best city  
in the U.S. to retire

(Source: SmartAsset, 2019)

**Hobe Sound  
ranked among top  
beach towns for  
a bargain**

(Source: HGTV, 2019)



# CELEBRATING



**1920**

Miami Real Estate Board is founded with 128 members on March 7. A week later, they change their name to Miami Realty Board. On June 1, the board is chartered by NAREB (which later becomes NAR).

**1926**

At a cost of \$650,000, the Board starts a 15-story building downtown, which is later lost during the Great Depression.

**1941**

Board membership drops to 62 because of the war. The Board moves to the second floor of a warehouse to save money.

**1944**

Board membership grows back to 169 members.

**1946**

The Board acquires Realty Listing Service of Miami

**1948**

The Board sponsors its first home show and continues sponsorship until 1966.

**1949**

Board membership grows to 261, including 23 women.

**1961**

The Kendall-Perrine Board of Realtors is formed with 27 brokers and 29 associates, and Jack Pym is elected their first president.

**1962**

Herb Simon is elected president of the Miami Board, later to serve a record-setting three terms in three different decades.

**1966**

Miami Board's Home Show, which started in 1948 and ran for nearly 20 years, ends.

**1970**

The Miami Board celebrates its 50th anniversary during Real Estate Week in May.

After his grand gala celebration and much fanfare, beloved President A. O. Renuart dies of a heart attack the evening. Mildred C. is elected the Board's president and coins the motto "It's Great to be a Realtor!"

1920

1930

1940

1950

1960

1970

**1932**

The Coral Gables Board is founded and A. O. Renuart is elected their first president.

**1934**

The first Miami Zoning Ordinance is adopted through the efforts of the Miami Board and past President Stearns is named the first zoning and planning director.

**1936**

The first woman is admitted to membership.

**1939**

The Miami Realty Board officially becomes the Miami Board of Realtors in 1939.

**1950**

The Hialeah Board of Realtors is formed, and the NAR Convention is hosted in Miami Beach.

**1956**

The Miami Board buys building across from the Orange Bowl, which features an auditorium that seats over 200.

**1959**

Enrique Valledor is first Cuban and first Hispanic elected President. He is later elected FAR president and NAR regional vice president.

The Board is the fourth largest association in the U.S. with 1,686 members.

**1973**

Miami Board's first president during Herb Simon's term.

**1977**

Jerome Bain becomes president, leaving the residual Real Estate Institute used to set up an educational Real Estate Institute.

**1978**

On Valentine's Day, "Betty Strickland Day" is observed in service with the large group assembled.

**1979**

Rose Gordon was elected president and began and ended with the Board's history.





# 1920 - 2020

MIAMI ASSOCIATION OF REALTORS®

**1980**

The Miami Board celebrates its Diamond Jubilee, and Frank Kowalski is until then youngest president ever elected.

**1983**

Board moves into new headquarters

**1988**

Board Leads the fight against Graffiti

**1989**

Miami launches Commercial Marketplace

**1990**

Eduardo San Roman is Youngest Board President Ever Elected

**1992**

Changes name to REALTOR® Association of Miami (RAM), creates separate boards/membership for residential and commercial within the association

**1993**

Miami Executive VP Betty Strickland retires after 32 years. Board Names Teresa King Kinney as CEO

NAR Convention hosted in Miami Beach

**1996**

RAM Launches First Website; Becomes First Large Market to Post its Listings Online

**2000**

RAMB Launches new online Broker Open House

**2001**

RAMB Creates First Exclusive Premium Service for Members (iMAPP)

**2010**

RAMB Celebrates 90th Anniversary

Largest and fastest merger in NAR history with Realtor Assn. of Miami-Dade, creating largest Realtor association in nation. 2 months later, merges with Northwestern Dade Association to become only association in Miami-Dade

**2011**

MIAMI Association Starts its First Facebook Page

**2012**

MIAMI's Moe Veissi is NAR President!

**2015**

MIAMI Merges with JTHS and Sets Home Sales Record

**2017**

MIAMI REALTORS® launch NAR Pilot Program "Changing Communities"

**2020**

Celebrating MIAMI's 100<sup>th</sup> ANNIVERSARY

1980

1990

2000

2010

2020

**1996**

MIAMI Starts its first International Council. Signs First-Ever International Agreement with SECOVI-SP in Brazil, and Hosts First International Congress

**1997**

Merges with Miami Beach Association, changes name to Realtor Association of Greater Miami and the Beaches (RAMB)

**1998**

RAMB Launches New Website and moves into New Headquarter Building.

**2003**

RAMB linked to International Partner Websites and Number of Committees Reduced to Allow Staff and Leaders to focus on Serving Members

**2005**

RAMB Headquarters Upgraded and Expanded

**2007**

RAMB Memberships Hits New Peak of More than 14,000 members

**2008**

"First in the World" Global Listing Exchange

**2018**

MIAMI REALTORS® Launches MIAMI Platinum PLUS and Rebrands Commercial Association as MIAMI Commercial

MIAMI Presents South Florida's Biggest Open House Weekend

**2019**

MIAMI REALTORS® Breaks Ground on City's First Cargo Container Home

Special 25th Annual MIAMI Global Real Estate Congress Attracts Foreign Delegates, Industry Leaders

MIAMI REALTORS® CEO Teresa King Kinney Awarded Highest Honor by the National Association of REALTORS®

MIAMI Launches 1st Commercial MLS and largest Commercial Property Portal in Florida

## Record Year for MIAMI Commercial Sets Stage for 2020

2019 was a phenomenal year for MIAMI Commercial with membership reaching over 2,600 and realizing the unprecedented launch of the South Florida Commercial MLS and commercial public portal. Membership increased nearly 15% year-over-year boosted with a huge increase after the launch of the South Florida Commercial MLS.

This year we implemented a new and improved Member2Member (M2M) marketing tool that gives members the ability to send haves and needs instantaneously. Integrated with the MLS, M2M makes it even easier to promote commercial listings.

In 2019, MIAMI Commercial earned the National Association of Realtors highest recognition, a five-star accreditation. MIAMI Commercial met all of the requirements to earn this highest honor and is the only association in Florida and one of only five in the country to earn this accreditation. In addition, President-elect Fernando Arencibia was recognized nationally for receiving the MIAMI Commercial Leader of the Year Award at our Inaugural. He was featured in NAR's annual publication Commercial Connections, which was also made available at the national conference in San Francisco in November.



## New South Florida Commercial MLS & Public Portal

MIAMI Commercial launched the South Florida Commercial MLS and public property search portal in 2019. With MIAMI Members transacting 84% of all the MLS commercial business in Miami-Dade and Broward Counties and nearly 5,000 active commercial listings at any given time, strengthening our most important commercial resource enhances member success and profitability. An exciting game changer, the new system strengthens the existing MLS for MIAMI members and generates increased visibility for their listings.



The new and improved South Florida Commercial MLS also offers a customized commercial and residential/commercial member-specific dashboard with only the tools and services that commercial members need to find listings, market properties, create offering memorandums and secure tax and comp data. This includes unique tools such as Member2Member (M2M), tools and resources and listing platforms such as Beacon Council,

Enterprise Florida, Brevitas and more.

MIAMI Commercial's [www.SFCommSearch.com](http://www.SFCommSearch.com), a public portal property search for MIAMI's commercial listings, is accessible to investors, international buyers, businesses and the public. The website has many incredible features such as: allowing the public to search in various currencies and in either square feet or meters, create property PDFs, forward particular properties to themselves and others and see featured properties throughout South Florida.

And this is only the beginning of the impressive Commercial MLS, as we will continue strengthening and improving the platform. We will soon be adding new property types, for example, such as business opportunity and land. Stay tuned for this and other enhancements!

# MIAMI COMMERCIAL LISTINGS

## GO MORE PLACES



### MIAMI Strategic Partners:

- More Local Exposure
- More National Exposure
- More Global Exposure
- More Leads

For more information go to: [SFComSearch.com](http://SFComSearch.com)



**More Exposure for our 4,000+ Listings with these Partners!**













## 2019 **COMMERCIAL** SUPER CONFERENCE

### New Member2Member Provides Next Level Commercial MLS Integration and Marketing

The newly launched Member2Member Email (M2M) is a remarkable improvement from the tool in the past. The M2M tool still allows our 2,600 commercial members to send and receive commercial properties but is now fully integrated with the commercial MLS and includes several new features that improve the look and effectiveness of the platform, saving members time and allowing users more flexibility and customization.



for promoting properties. Members can still promote other commercial properties and broadcast their needs in the system as well by simply including the details in a broadcast that is sent to other members who can reply directly to the email or contact the commercial member via phone.

Members will continue to see additional features and tools added to the system

The new MLS integration offers members the ability to instantaneously send their commercial MLS listings with detailed property information, photos and contact information. Members wanting to promote these listings can do so directly from their profile and broadcast to the commercial membership with just a few clicks. M2M updates member information and MLS listings daily, creating a dynamic marketing tool

further enhancing efficiency and effectiveness. In addition, MIAMI Commercial is continually adding tutorials that help improve member promotions and system utilization.

All of these enhancements ultimately help our members more efficiently close more business!



Pre-Register for the  
Commercial Event of the Year

## '20 **COMMERCIAL** SUPER CONFERENCE

HEAR FROM EXPERTS &  
INDUSTRY LEADERS

SEPTEMBER 24, 2020

[CommercialSuperConference.com](http://CommercialSuperConference.com)

The Biltmore Hotel | Coral Gables

Sponsorships Available



We Are Over **84**%  
of the Commercial MLS  
Business in Miami & Broward

### More Commercial Training in **2020** & Beyond

Miami Commercial has added new training classes including training on the South Florida Commercial MLS and investor classes. The free training is designed to help members find comparables, create dynamic listing presentations and save time using valuable commercial tools:

- Commercial MLS & iMap
- Realtor Property Resource (RPR)  
Commercial: Basic to Advanced
- Unlocking the Secrets of Commercial Investment
- Working with Investors: Property Analysis
- Working with Buyers and Sellers: MIAMI Marketing Tools

#### Commercial Products & Tools

- South Florida Commercial MLS
- SFComSearch
- Member2Member
- RPR
- Proxio
- iMap
- Remine
- RealDax
- And More...



## Why choose BROWARD-MIAMI?

- **LOWEST AGENT DUES**  
of any local Realtor Association
- **FULL-TIME MEMBERSHIP TEAM**  
at (soon to be) 3 facilities to serve you
- **BROWARD-BASED  
BOARD OF GOVERNORS**  
representing our members
- **SUPRA E-KEY SERVICE**  
included with your membership  
(no additional fee)
- **3 LOCATIONS IN BROWARD +**  
4 in Miami + 1 in Jupiter =  
8 convenient locations
- **MORE TRAINING & EDUCATION**  
than any local board  
(4,000 classes/year)
- **EXCLUSIVE HANDS-ON  
COMPUTER LABS**
- **OVER 150 PRODUCTS & SERVICES**  
to give you a competitive advantage
- **INTERNATIONAL EXPOSURE**  
through 500+ websites & 220+ global  
partnerships
- **COMPLIMENTARY  
STARBUCKS COFFEE**  
at each of our office locations
- **AND SO MUCH MORE!**

*Learn why so many agents  
have joined the largest local  
REALTOR Association in the  
country.*

Go to [www.miamirealtors.com/broward](http://www.miamirealtors.com/broward) or  
call us at 954-843-9779 to learn more.

## Wherever You Go, BROWARD-MIAMI Has You Covered!

Whether you live or work on the east or west side of town, we've got you covered throughout Broward County. In addition to our two existing offices in Sunrise and Fort Lauderdale, in the beginning of 2020, BROWARD-MIAMI members will soon enjoy the benefit of a third full-service facility in Southeast Broward. Our newest office is located in East Hollywood between Sheridan Street and Stirling Road just off I-95 in the Oakwood Business Center. At all Broward 3 locations, members can take advantage of valuable training classes as well as have access to all member services including: Supra eKey activation and assistance, leasing of Supra Lockboxes, paying membership dues, and much more. Feel free to stop by one - or all - of our BROWARD-MIAMI office locations to see how we can help you grow your business. And don't forget to enjoy a fresh cup of Starbucks coffee on us!



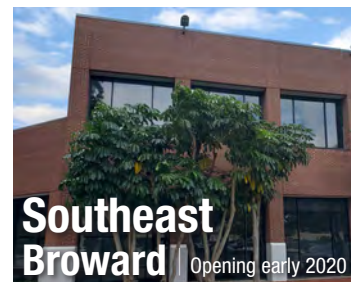
13680 Northwest 14 Street  
Sunrise, FL 33323

- Close to IKEA & Sawgrass Mall
- Minutes from I-75, I-595 & the Sawgrass Expressway
- Free parking
- 120 seat auditorium
- Hands-on training lab with 42 computers



6451 N. Federal Highway, Ste. 116  
Fort Lauderdale, FL 33308

- On Federal Highway/US-1 just north of Cypress Creek Rd.
- Convenient 1st floor office suite
- Free parking
- 45-seat training center
- Conference room



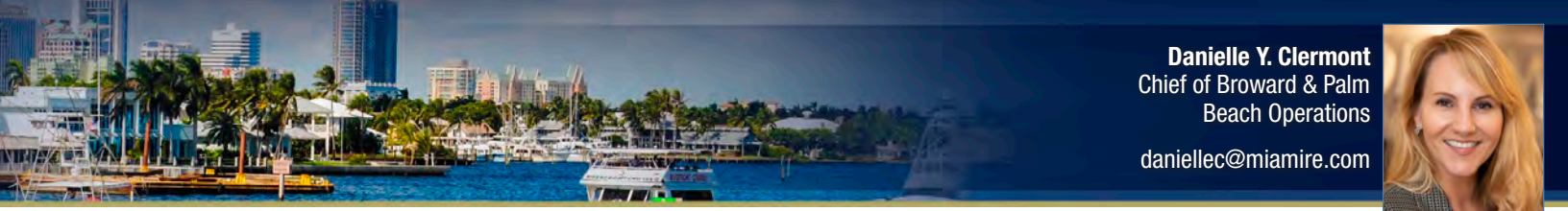
1 Oakwood Boulevard, Ste. 175  
Hollywood, FL 33020

- Located near Griffin Rd. & I-95
- Closest Realtor Association to an international airport
- 100 seat auditorium
- Free parking
- Hands-on training lab with 28 computers

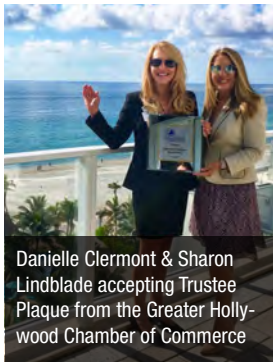
## Reaching Out to our Members

Our Member Outreach program is an integral part of what makes BROWARD-MIAMI stand apart. We connect face-to-face with our members to better understand their individual needs. Our dedicated Outreach team meets personally with brokers and managers to coordinate products & services presentations and customized in-office trainings. For more information or to schedule a presentation at your office, please email [daniellec@miamire.com](mailto:daniellec@miamire.com).





**Danielle Y. Clermont**  
Chief of Broward & Palm  
Beach Operations  
daniellec@miamire.com



Danielle Clermont & Sharon Lindblade accepting Trustee Plaque from the Greater Hollywood Chamber of Commerce



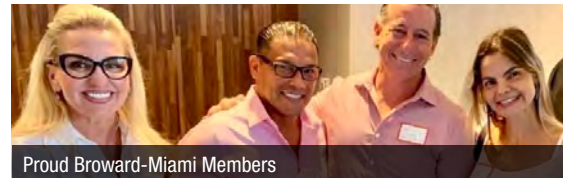
Danielle Clermont, Jonathan Keith & Sharon Lindblade at Rock The Market

## Work Hard, Play Hard

You know what they say about all work and no play, and BROWARD-MIAMI is no exception! Over the past year, our members and guests enjoyed doing "Business After Hours" at some of the most popular venues in town. Attendees were treated to complimentary food and drinks, plus they had the opportunity to network with some of the area's top real estate professionals. As always, we want to thank our awesome Affiliate sponsors for their participation in these events. We look forward to seeing you at our next Biz After Hours in 2020.



Broward Business After Hours



Proud Broward-Miami Members



Members & Guests at Networking Event



Networking Attendees, Venus Proffer and Ellen Mitchell

## We're even **BIGGER** Than You Think in Broward!

MIAMI's largest membership growth continues to be in Broward County, where members just can't seem to get enough of our exclusive hands-on, member-centric approach. As of December 2019, there are over 12,000 members in Broward representing over 900 individual real estate offices across the county. If counted separately, our Broward membership alone would rank as one of the largest Realtor associations in the nation! These numbers prove MIAMI's "members come first" approach is what agents and brokers want.



Lori McQuestion, Danielle Clermont and Inez Hegedus-Garcia



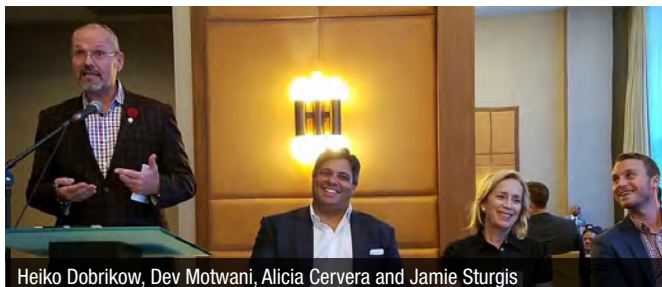
New Member Orientation at NE Broward Office

## Raising the Bar Even Higher

While our membership in Broward continues to grow, so does the demand for out of the box - and out of the office - programs and events. Last year, Broward members and their guests attended dozens of off-site events. And with the opening of our new Southeast Broward facility, that number is expected to soar! Some 2019 member-favorites included: Selling the Lifestyle, Salsa After Hours, Realtor Night at IMAX, and our Development Spotlights, to name a few. Be sure to keep an eye out for even MORE exciting events happening in 2020.



Sold-Out Broward Lifestyle Event



Heiko Dobrikow, Dev Motwani, Alicia Cervera and Jamie Sturgis

## BROWARD-MIAMI has MORE

- Over **12,000** members throughout Broward
- Largest county-wide member representation
- **3** full-service facilities (3rd location opening 2020)
- Exclusive hands-on computer labs for training
- **14** full time Broward-based professionals

## BROWARD-MIAMI Resources

Broward Main: **954-335-5200**

Transfer Hotline: **954-843-9779**

Transfer E-mail: **transfers@miamire.com**

Website: **miamirealtors.com/broward**

- **West Broward/Sawgrass**  
13680 Northwest 14 Street  
Sunrise, FL 33323
- **Northeast Broward/Ft. Lauderdale**  
6451 North Federal Highway, Suite 116  
Fort Lauderdale, FL 33308
- **Southeast Broward**  
(Opening early 2020)  
1 Oakwood Boulevard, Suite 175  
Hollywood, FL 33020



## From Martin to Miami-Dade We've Got Our Members Covered

It seems like just yesterday, but in August of 2015 the MIAMI Association of REALTORS® joined forces with JTHS (Jupiter-Tequesta-Hobe Sound). With the creation of this powerful partnership, JTHS-MIAMI has made its presence known throughout the quad-county area. Over the past 5 years, members in the Palm Beach/Martin County area have been reaping the benefits of being a part of the largest Realtor Association in the entire country. With access to more products, services, training and education than ever before, JTHS-MIAMI members will continue to lead our local real estate industry into the new decade.

## It's All About Our Members

While ensuring our members are utilizing the top products and services to help them succeed, JTHS-MIAMI also takes pride in offering an outstanding level of customer service. Our goal has always been to give each member exceptional service, while continuing to show the value of their JTHS-MIAMI membership. If you have not yet had the opportunity, please take a moment to stop by our office and say hello to the team. As always, feel free to grab a hot cup of Starbucks coffee while you're there!



YPN Baseball Game



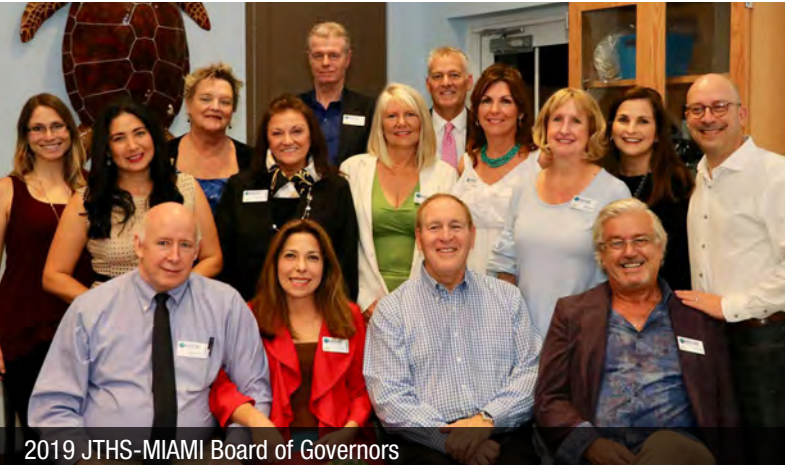
After Hours event



Golf Event  
Joanne, Sarah, Teresa & Lori



Mike Dooley, Patricia Fitzgerald,  
Phyllis Choy,  
Yvonne Belardo



2019 JTHS-MIAMI Board of Governors

## JTHS-MIAMI Leaders Pave the Way

Our JTHS-MIAMI Board of Governors consistently go above and beyond, year after year. These tireless leaders have each brought unique ideas and a fresh perspective on how to better serve our members and the local real estate community. They continue to fight for Realtor-related causes both near and far, while keeping abreast of the latest market trends affecting our members. As we begin a new decade, the 2020 JTHS-MIAMI leadership team will prove to be a powerful voice for our members throughout South Florida.

## JTHS-MIAMI Raises the "Par"

Our 34th Annual Golf Tournament took place on June 3 at Turtle Creek Country Club in Tequesta. The Tequesta Fire Department kicked off the day in grand style with a golf ball drop, followed by 106 members and guests hitting the links. Nearly \$16,000 was raised for the Els for Autism Foundation at the 34th Annual JTHS-MIAMI Golf Tournament. The money will aid in future autism research and campus expansion of the Jupiter-based Els Center for Excellence, a world-class site hosting leading-edge programs and services for children affected by autism spectrum disorder (ASD).



Golf Tournament Committee &  
the Els Foundation Staff



Front: Sarah Jensen, Lori McQuestion  
Back: Lynne Rifkin, Katie Newitt,  
Joanne Werstlein



Teams ready to golf



**Danielle Y. Clermont**  
Chief of Broward & Palm  
Beach Operations  
daniellec@miamire.com



**Joanne Werstlein**  
JTHS-MIAMI  
Vice President  
joanne@miamire.com



**Sarah Jensen**  
JTHS-MIAMI  
Assistant Manager  
sarah@miamire.com

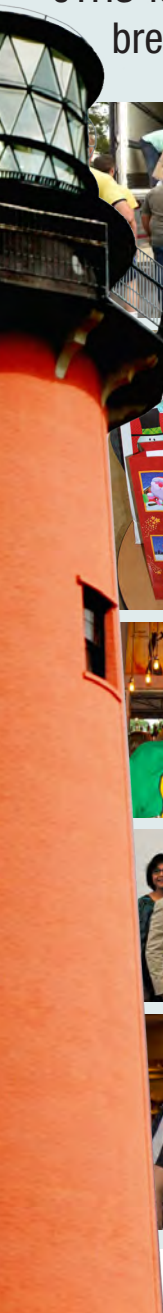
## We Wouldn't Trade This For Anything!

The JTHS-MIAMI 24th Annual Trade Show with a country rodeo theme was a huge success with a record 41 vendors and over 280 business partners and members in attendance. The event was held at the beautiful Turtle Creek Country Club on October 3 and featured a live band as well as delicious food and amazing prizes.



## JTHS-MIAMI Gives Back

When it comes to community service and giving back, some may say JTHS leads the charge. In 2019, JTHS-MIAMI donated a record-breaking amount to local organizations and charities.



### School Supply Drive

JTHS-MIAMI's Young Professionals Network (YPN) donated \$1,500 in school supplies to 250 families in the Boys & Girls Clubs of Palm Beach and Martin counties during its annual back-to-school supply drive. JTHS-MIAMI YPN collected supplies throughout the month of July. The supplies helped 100 families in the Boys & Girls Clubs of Martin County and 150 families in the Boys & Girls Clubs of Palm Beach.

### Silver Bells Program

JTHS-MIAMI held its 6th Annual Silver Bells Angel Tree Program in partnership with the Salvation Army. It is an opportunity for members to come together by adopting Silver Bells from the Angel Tree and provide presents for needy seniors during the holiday season.

### Food Drive

JTHS-MIAMI partnered with A-1 Moving & Storage and Move For Hunger to provide more than 40,000 meals for Palm Beach County neighbors in need. JTHS-MIAMI helped to deliver 31,425 pounds of food to the Palm Beach County Food Bank and 17,552 pounds to El Sol, Jupiter's Community Resource Center. About 40,800 meals can be made with the food donations.

### YPN Battle of the Bartenders

JTHS-MIAMI raised over \$13,000 for the Chasin' A Dream Foundation at its 9th Annual Battle of the Bartenders event on August 15 in Palm Beach Gardens. The money will help the Palm Beach/Martin County-based foundation assist local children battling cancer, heart disease, cystic fibrosis and other life-threatening illnesses.

## Not a JTHS-MIAMI Member?

## See What You Are Missing!

There's a reason why so many choose to join JTHS-MIAMI. Our enhanced educational offerings coupled with the latest selection of exclusive, state of the art marketing tools and resources have empowered our members with a unique and competitive advantage in the real estate marketplace. Find out why many of your peers have joined JTHS-MIAMI by going to [MiamiRealtors.com/JTHS](http://MiamiRealtors.com/JTHS)

- **LOWEST AGENT DUES**  
of any Palm Beach-based Association
- **SUPRA EKEY SERVICE INCLUDED**  
with MLS membership (no monthly fees)
- **7 CONVENIENT LOCATIONS**  
1 in Jupiter + 3 in Broward + 4 in Miami
- **MORE EDUCATION**  
than any other local Board, with 4,000 classes a year
- **150+ PRODUCTS & SERVICES**  
to help you excel in today's competitive market
- **INTERNATIONAL EXPOSURE**  
on over 750 websites & 221 int'l partnerships
- **STARBUCKS COFFEE**  
is always complimentary at each of our offices
- **AND SO MUCH MORE!**

## JTHS-MIAMI Resources

**JTHS Main:** 561-746-2707  
**Fax:** 561-575-9766

■ **JTHS-MIAMI**  
2151 Alternate A1A South, Suite 1100  
Jupiter, FL 33477

**Email:** [jths@miamire.com](mailto:jths@miamire.com)  
**Website:** [JTHSRealtors.com](http://JTHSRealtors.com)

[facebook.com/JTHSRealtors](https://facebook.com/JTHSRealtors)  
[Twitter.com/jthsmiami](https://twitter.com/jthsmiami)  
[Instagram.com/jthsmiami](https://instagram.com/jthsmiami)

Influence can come in many ways: fashion, art, music, politics, mentorships, hospitality, education... the list goes on. In fact, the best influencers know how to seamlessly blend more than one category together allowing them to cast a giant reach across genres. Within real estate, many of these categories of influence are present, but getting started in a market as massive as Miami can be very daunting and staying focused on the right fundamentals can be difficult. It can be easy to get lost in the tiny details. This is why organizations like MIAMI YPN are critically important for the real estate industry and the class



of 2020 have a lot to offer our local members and the world with finding the right priorities when getting started or helping your business evolve as the market and trends shift. The 2020 MIAMI YPN Leadership Board has great perspective because they are comprised of a diverse group of individuals with nationalities from all over the world and have experience as successful brokers, team leaders of all sizes, social media influencers, artists, graphic designers, veterans, professors, and dance instructors. These leaders have navigated through serious hardships in the industry and live today to tell the tale on how you can thrive in this industry too. Finally, if for any reason MIAMI YPN Leaders don't have the expertise to help you with your goals, they certainly have the connections to get you to the right people to help you.



The world is starting to notice MIAMI YPN and 2019 was by far our most successful year. Our Leadership in 2020 have already set the foundation at the MIAMI Leadership Planning Conference to build an even brighter future for the MIAMI YPN brand and your success. Here's what we have planned for 2020:

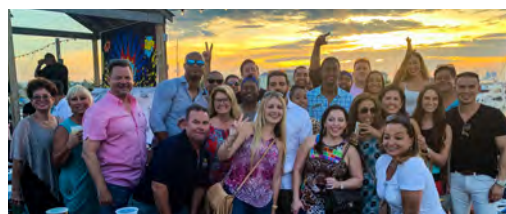
## Education:

MIAMI YPN is an education centric brand. While classes might not always be the most attractive thing about what an organization offers, we have found a way to make education fun and entertaining. Each class is hosted by a MIAMI YPN leader or top professional in a subject where they possess extensive knowledge. We not only teach you how to conduct business in this challenging industry, but we actually train you to generate business through farming, marketing, online lead generation and so much more!



## Signature Events:

Everyone needs a break every now and again from the daily grind. Sometimes it is necessary to unplug and take a break from responsibilities, but it is also just as important to plug-in and find new and creative ways to nourish your business. Events hosted by MIAMI YPN not only help you with new and inventive ways to build your business, but they also provide a sense of community. Connecting with our members can help get you through the toughest times in your business and provide new insight during good times.



## Political & Community Influence:

MIAMI YPN provides opportunities at the local, state, and national level to participate in discussions with political leaders about issues regarding property rights and home ownership.

Also, YPN leaders have the chance to represent the Realtor community when we visit Tallahassee for the Great American Realtor Days (GARD) and NAR Mid-Year Meetings in Washington DC. YPN Leaders can walk the halls of Congress and be a part of the delegation visits. At the local level, YPN members can learn more about important local issues from elected leaders and have an active role in community projects where the city and association can together to better our communities.



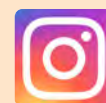
## Get Social with YPN

for Events, Opportunities & Programs

YPN@Miamiire.com for more info on how you can get involved.



Find YPN MIAMI on Facebook  
Facebook.com/groups/MiamiYPN  
#MiamiYPN #GlobalYPN



Follow YPN on Instagram  
@MiamiYPN

# Real Estate Influencers Creating the Next Generation of Real Estate Leaders

**Kevin Puricelli**  
Director of Creative Services  
& Executive for YPN

kevin@miamire.com



## REBarcamp

Every year MIAMI YPN hosts at least one REBarcamp in South Florida. It is always anticipated as one of the biggest events of the year. This past year, it was hosted at a very unique venue, Plugged-In Karaoke. The different karaoke rooms were perfect for the individual breakout sessions. REBarcamps are so successful because Realtors and affiliates are able to connect, communicate, and collaborate on some of the most troublesome tasks in real estate. Each REBarcamp has four breakout sessions going on simultaneously every half hour for members to discuss best practices on individual topics. Our realtors leave REBarcamps with multiple strategies to implement in their business immediately, along with making a few new friends along the way. Last year was our biggest REBarcamp in the history of MIAMI REALTORS® with over 225 people in attendance. Lookout for REBarcamp in the early second quarter.



## The Unveiling of YPN PRO

YPN PRO is set to replace the YPN All Star Brand in 2020. All of the same great benefits of YPN All Stars will be included with YPN PRO, but with a fresh new look. All YPN classes will still be free for YPN PRO Members and we typically host five to ten different classes per year in both Miami-Dade and Broward counties. The cost to join is only \$30 and the MIAMI YPN Leadership board will also have other great benefits for anyone who elects to incorporate the YPN PRO brand into their business. For more information, please visit our website:

[www.MiamiRealtors.com/YPNPRO](http://www.MiamiRealtors.com/YPNPRO)

Join NOW at:  
[Miamire.com/YPN](http://Miamire.com/YPN)

## 2020 Upcoming Events

- 3 on 3 Basketball Tournament
- REBarcamp
- Legends & Millennials Series
- MIAMI v Broward v Palm Beach Bowling Night
- What the Tech!
- 20 Under 40
- MIAMI Beach Clean Up

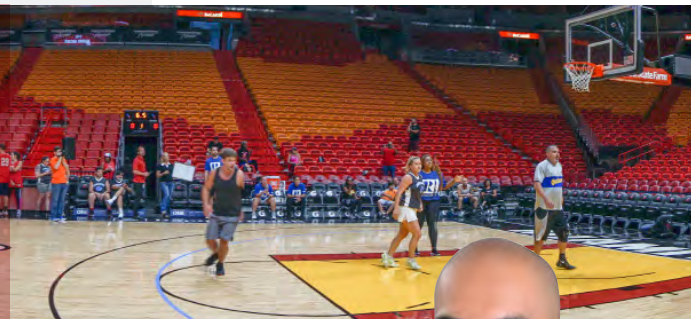
## Legends & Millennials

This is another event that greatly benefits & inspires our members. MIAMI YPN hosts two different panels, one of younger professionals who have found success in a relatively short period of time, and the other group is comprised of experienced Realtors who have built major real estate businesses and have maintained success. Members get a few minutes at the end of every panel to ask questions from the experts. The event demonstrates that there is more than one way to find success in the real estate industry and that having a unique business practice can pay dividends in the long run. Lookout for Legends & Millennials during the second half of 2020.



## MIAMI YPN 3 on 3 Coed B Ball Tournament & Heat Game

It's not every day you get to play basketball on the American Airlines Arena court, but MIAMI YPN has the hook - up! During the second half of the season, MIAMI YPN gets some court time reserved to host a single elimination 3 - on - 3 basketball tournament. Last year team MIAMI YPN was eliminated in the first round by the team who ended up winning the tournament. We'll be back next year with a vengeance! After the tournament, players stick around and watch the Miami Heat take on a division rival!



I've always found MIAMI YPN to be magical. As the years have gone by, I have found many great reasons to be involved with the organization. I get to be part of a dream team of Real Estate Professionals who curate amazing experiences for industry professionals. Not only is it an honor to be involved, it has been extremely beneficial for my business. What I love most is the collaboration with such a diverse group of individuals who are open minded and inclusive to all real estate professionals. Together we make each other better. Although my biological family is thousands of miles away in California, I feel right at home with my real estate family here in Miami and I can't wait to see what MIAMI's 100 - year anniversary brings.

**Peter Ortega** | 2020 YPN President



# REALTORS® in Action

## THANK YOU... 2019 RPAC/PAF Major Investors



**Ana Maria Rodriguez, MSL**  
Senior VP of  
Government Affairs  
ana@miamire.com



### Golden R - \$5,000 Initial Investment (\$2,000 to Sustain)

RED box Indicates members of the President's Circle - Additional \$2,000 Annual Investment

 Hall of Fame <b>Francisco Angulo</b>	 Hall of Fame <b>Manny Bouza</b>	 Hall of Fame <b>Deborah Boza-Valladolid</b>	 <b>David Dweck</b>	 Hall of Fame <b>Patti Fitzgerald</b>	 <b>Justine Jimenez Garcia</b>	 <b>Daniel A. Guerra</b>	 <b>Jorge L. Guerra Jr.</b>	 <b>Daniel Kijner</b>	 Hall of Fame <b>Teresa King Kinney</b>
 <b>Nathan Klutznick</b>	 <b>Frank Kowalski</b>	 <b>Rei Mesa</b>	 <b>Jose A. Nunes</b>	 <b>Christina Pappas</b>	 <b>Michelle Rojas</b>	 <b>Enrique Teran</b>	 <b>Matey Veissi</b>	 Hall of Fame <b>Moe Veissi</b>	Hall of Fame includes members who have invested at least \$25,000 to RPAC/PAF.

### Crystal R - \$2,500 Initial Investment (\$1,500 to Sustain)

 <b>Terri Bersach</b>	 <b>Ginnee Boehm</b>	 <b>John Dohm</b>	 <b>Mike Dooley</b>	 <b>Sandra Fernandez</b>	 <b>Ines Hegedus-Garcia</b>	 <b>Jack Levine</b>	 <b>Vivian Macias</b>	 <b>Mike Pappas</b>	 <b>Martha Pomares</b>
 <b>Venus Proffer</b>	 <b>Julia Pulles</b>	 <b>Dianne Regalado</b>	 <b>Jose M. Serrano</b>	 <b>Brian Sharpe</b>	 <b>Debra Spadafora</b>	 <b>Lisa Vizcaino</b>	 <b>Jennifer Wollmann</b>	 <b>Christopher Zoller</b>	

### Sterling R - \$1,000 Annual Investment

 <b>Pedro Aleman</b>	 <b>Sophia Allen</b>	 <b>Israel Ameijeiras</b>	 <b>Patricia Anglero</b>	 <b>Fernando Arenchila</b>	 <b>George Assal</b>	 <b>Lissette Avila</b>	 <b>Alma B. Belancourt</b>	 <b>Gina Blanco</b>	 <b>Phillip Calloway</b>	 <b>Richard Candia</b>	 <b>Dinorah De Cardenas</b>	 <b>Nancy Cardone</b>	 <b>Rebecca Carmona</b>
 <b>Albert Carrillo</b>	 <b>Maria Carrillo</b>	 <b>Paul Cauchi</b>	 <b>Phyllis Choy</b>	 <b>Jeffrey Conioloan</b>	 <b>Christina Cox</b>	 <b>Scott Diffenderfer</b>	 <b>Sergio Duran</b>	 <b>Jorge A. Fernandez</b>	 <b>Jorge H. Fernandez</b>	 <b>Lynda Fernandez</b>	 <b>Stacey Fiore</b>	 <b>Marco Fonseca</b>	 <b>Jose A. Garcia</b>
 <b>Paola Garcia-Carrillo</b>	 <b>Martha Gillespie Beaman</b>	 <b>Carlos Gutierrez</b>	 <b>Julio Guzman</b>	 <b>Kyshana Guzman</b>	 <b>Carol Housen</b>	 <b>Jonathan Howard</b>	 <b>George Jalll</b>	 <b>Joanna Jimenez</b>	 <b>Jonathan Keith</b>	 <b>David Kurz</b>	 <b>Marissa Levine</b>	 <b>Sharon Lindblade</b>	 <b>Enrique Lopez</b>
 <b>Sonia Martinez</b>	 <b>Ellen Mitchell</b>	 <b>Carol Mulr</b>	 <b>James Norton</b>	 <b>Neal A. Oates Jr.</b>	 <b>Peter Ortega</b>	 <b>Thomara Richardo</b>	 <b>Kim Price</b>	 <b>Oscar Puig</b>	 <b>Alfredo Pujol</b>	 <b>Kevin Puricelli</b>	 <b>Donna Reid</b>	 <b>Oscar Resek</b>	 <b>Christopher Ricci</b>
 <b>Lynne Rifkin</b>	 <b>Ana Maria Rodriguez</b>	 <b>Ken Rosen</b>	 <b>Mark Sadek</b>	 <b>Anton Seiss</b>	 <b>Ronald Shuffield</b>	 <b>Patrick Simm</b>	 <b>Liz Sturrock</b>	 <b>Guy Trusty</b>	 <b>Wesley Ulloa</b>	 <b>Aida Vega-Medina</b>		<b>Want to see yourself here?</b>	

Want to see yourself here next year? We want to see you here too! Whether you choose to come in at the **Sterling-R level**, **Crystal-R**, or **Golden-R**, your investment will pay-off in dividends for the Realtor industry, and will open doors to many networking opportunities through exclusive "Major Investor Only" events such as candidate screenings for local races, VIP receptions at our annual meetings, and much more!

**Make your investment today! [FloridaRealtors.org/invest](https://FloridaRealtors.org/invest)**  
MiamiRealtors.com



## Why Should You Invest in RPAC?

Did you know that there were over 4,000 bills filed during Florida's 2019 Legislative Session and nearly 9,000 bills and resolutions filed during the 116th Congress (2018-2019), plus thousands of local ordinances? It would be impossible for any one person to read all of these and identify the issues that affect property owners and our members. That's why you have RPAC - your advocacy team!

1. The REALTORS® Political Action Committee (RPAC) is your monitoring system. RPAC enables your association's professionals to utilize lobbying tools and resources to help screen pending legislation and take action to support good laws and oppose bad ones.
2. RPAC helps build relationships with elected officials by engaging in political races. Most people do not like campaigns (don't worry, you're not alone), but without developing these relations, it's difficult to identify what the key issues are and how our elected officials feel about them.
3. RPAC is your voice! When we take a position on an issue, RPAC helps us message that position. Whether it's contacting voters or influencing elected officials, RPAC gets the job done!

Without RPAC, you could be paying a 6% sales tax on every single commission! RPAC helped us defeat this and other proposals. Join us and invest in RPAC today. Visit [floridarealtors.org/invest](http://floridarealtors.org/invest).



## ELECTION 2020

### Local Elections in South Florida

Not only will there be presidential, congressional and state candidates on the 2020 ballot, but we're going to see a historic number of local candidates as well.

Miami-Dade voters approved term-limits for county commissioners in 2012, limiting the office to two consecutive four-year terms, and those limits will take effect this year. Five county commissioners are leaving office due to term-limits, plus two more are likely to resign early to run for mayor. There are only 13 county commissioners, so more than half could be open seats - a race without an incumbent. Miami-Dade's local races are nonpartisan meaning all names without party affiliations are on the ballot at the same time.

Also in Miami-Dade, nonpartisan races will also be a topic for the ballot, thanks to a new Florida constitutional amendment that passed in November 2018 requiring all counties to elect the sheriff, tax collector and supervisor of elections. These positions are already elected in almost all Florida counties. Miami-Dade voters will decide if these newly elected positions should be nonpartisan contests as well.

In Broward County, voters will decide who the next sheriff will be. There's been much talk about this position since the Parkland shootings. Will former Sheriff Scott Israel return? Will voters elected Sheriff Gregory Tony who was appointed by Gov. Ron DeSantis or will we see someone new? Other positions up for election include the clerk of the court, property appraiser, supervisor of election, odd-numbered county commissioner seats and some school board seats.

The Town of Jupiter and Village of Tequesta will hold their local elections in March and Martin County's District 3 commission seat, which covers Hobe Sound, will be held in August.

## Florida Constitutional Amendments



### Amendment 1

This amendment provides that only United States Citizens who are at least eighteen years of age, a permanent resident of Florida, and registered to vote, as provided by law, shall be qualified to vote in a Florida election.

*This amendment will have no significant impact to the voter registration process. According to the Florida Legislature's Office of Economic and Demographic Research, "the intent of the proposed amendment is to change language in the Florida Constitution addressing voter eligibility from 'every citizen' to 'only a citizen.' The word 'every' is explicitly inclusive, while 'only' is implicitly exclusive. In other words, defining electors as 'every citizen' specifies who can participate in elections without touching upon who cannot participate in elections. Given this interpretation, the new language simply affirms that non-citizens are not eligible to register to vote and participate in elections in the state."*

### Amendment 2

Raises minimum wage to \$10.00 per hour effective September 30th, 2021. Each September 30th thereafter, minimum wage shall increase by \$1.00 per hour until the minimum wage reaches \$15.00 per hour on September 30th, 2026. From that point forward, future minimum wage increases shall revert to being adjusted annually for inflation starting September 30th, 2027.

*This amendment will have a significant financial impact, both for the private sector and government. According to the Florida Legislature's Office of Economic and Demographic Research, "In the first full year of impact, increased wage costs are estimated to reach approximately \$16 million [for state and local governments]. These cost increases grow to about \$540 million in 2027, when the specified changes are fully implemented. The impact differs for each type of government. Of the total, school districts will face the greatest annual cost increases."*

### Amendment 3

Allows all registered voters to vote in primaries for state legislature, governor, and cabinet regardless of political party affiliation. All candidates for an office, including party nominated candidates, appear on the same primary ballot. Two highest vote getters advance to general election. If only two candidates qualify, no primary is held and winner is determined in general election. Candidate's party affiliation may appear on ballot as provided by law. Effective January 1, 2024.

*This constitutional amendment is asking statewide voters if the state should adopt a process similar to is how Miami-Dade County conducts nonpartisan elections.*

For more info, follow us at  
[miamirealtors.com/advocacy](http://miamirealtors.com/advocacy).

## What makes a good community?

**“REALTORS® Don’t Sell Houses & Buildings; We Sell Communities!”**

– Peter Ortega, 2020 YPN Chairman

It’s actually quite simple. A good community is a place where people want to live. The environment is welcoming and safe. The goal of our community grants is to help neighbors and community leaders create or maintain that feeling of pride and sense of place. Here are some of the latest highlights:

### Plaza 98 in Miami Shores

Miami Shores continues to be the model for a well-organized series of community events. For the third straight year, “Plaza 98” - a pop-up pedestrian-friendly plaza - is closed to local traffic and open to lots of fun. Created as a concept between the Greater Miami Shores Chamber of Commerce, Downtown Advisory Committee and Village of Miami Shores and funded in part by MIAMI Realtors and others, we’re proud to say that the Village is completely sold on this demonstration project and is now spearheading (and funding) the event.

The secret of this event’s success has been its limited scope. During the second Saturday of Miami’s “cooler” months, the community comes together from 5 p.m. to 9 p.m. for a different themed event – “New Year, New You”; “Caribbean Night”; “BBQ & Brews”; “Taste of the Shores”; etc. You get the idea! Pets are always welcome.



MIAMI Realtors is proud to be one of the original participants. Special thanks to Miami Shores’ resident and MIAMI Realtors President Ines Hegedus-Garcia for bringing this event to our attention and her involvement in making it happen!

### Autism Awareness Picnic & New Sensory Garden in Pinecrest



According to the Center for Disease Control (CDC), autism or autism spectrum disorder (ASD) affects an estimated 1 in 59 children in the United States today. This is a 15% increase from the two previous years. ASD refers to a broad range of conditions characterized by challenges with social skills, repetitive behaviors, speech and nonverbal communication.

Sensory gardens provide a relaxing environment for everyone, but especially for children on the spectrum who gravitate towards games that stimulate their senses. Garden therapy is a holistic way to help improve their social and communication skills. Autism is very personal for many of our members, and we were honored when the Village of Pinecrest asked us to be a part of their project.

### River Clean-Up & Grand Opening of Boat Ramp in Miami Springs



Miami Springs’ Mayor Billy Bain had big plans for an old, unused boat ramp and it was all launched with a “Tiki Hut”, donated by MIAMI Realtors last year. This year, the city completed the restoration of the boat ramp and invited MIAMI Realtors back to participate in the Miami River Canal Clean-Up, a revitalization effort championed by Councilwoman Maria Puente Mitchell. Several of our members, including Miami Springs resident Maria Carrillo, jumped into a canoe and started collecting trash and debris that had accumulated over the years. Once again, this is an excellent example of how the Realtors grants are creating a sense of pride in communities.





**Danielle Blake**  
Chief of Public Policy  
danielle@miamire.com

**Jessica M. Mendez**  
Manager of  
Community Initiatives  
jessica@miamire.com



## Dinner for the Homeless

MIAMI Realtors joined Chapman Partnership to provide dinner to 500 homeless residents. Incredibly, Chapman Partnership serves 5,000 homeless men, women and children each year. With the help of 20,000 volunteers, they serve 3 hot meals daily, every day of the year.



Miami Homes For All, Florida International University and Miami-Dade County Public Housing and Community Development are collaborating with stakeholders across the community, including MIAMI Realtors, to craft an Affordable Housing Blueprint that is data-driven, community-informed, and actionable. The Blueprint will be a prioritized toolkit that Miami-Dade County, its municipalities, and our community-at-large can use to implement affordable housing solutions that make sense for our diverse neighborhoods. Stay tuned for the launch in early 2020 and follow our progress at [www.miamidadeaffordablehousingblueprint.com](http://www.miamidadeaffordablehousingblueprint.com).

## Kick-off to Rebuild Super Bowl LIV

In anticipation of Super Bowl LIV, MIAMI Realtors is partnering with the National Football League (NFL), City of Miami Commissioner Ken Russell, Rebuilding Together, Lowes and more to assist neighbors in the West Village with home repairs. Unsafe and unhealthy living conditions at home account for many of the leading causes of preventable fatality, illness, and disability in the United States. MIAMI REALTORS® will be joining Rebuilding Together and others in a positive team building activity, while giving back to neighbors in need. Volunteering to help preserve affordable homeownership is a uniquely rewarding experience.



## Bringing Home Housing Affordability

Now more than ever, Miami-Dade County's residents are feeling the pain of paying too much for their rent or mortgages. According to the FIU Metropolitan Center, Miami-Dade County needs at least 140,000 more affordable homes today. From those on fixed incomes to those who have mortgages but are one paycheck away from foreclosure, our residents are demanding solutions.



Florida Lieutenant Governor  
**Jeanette Nuñez**

## MIAMI Letters a Traveling Art-Based Piece

Introducing... the MIAMI letters! MIAMI REALTORS® has been working with Miami Mayor Francis Suarez and others to create an art-based placemaking piece that travels throughout South Florida. The letters made their debut at our 25th Anniversary Miami Global Congress at the Biltmore Hotel in Coral Gables and will make similar appearances at other local events, both large and small, such as the Super Bowl LIV.

**Diversity** is an important component for communities to thrive. In order to learn from each other, we must understand each other. That's why MIAMI Realtors is proud to partner with the following real estate organizations to engage our community, making it a more interesting and welcoming place to live.

## NAHREP

The National Association of Hispanic Real Estate Professionals (NAHREP) South Florida Chapter joined MIAMI Realtors in celebrating our 25th Anniversary Global Congress. Celebrating our Hispanic culture in South Florida, NAHREP sponsored the Café Station and Spanish language interpreters for our event. To join NAHREP, visit [nahrepsouthflorida.org](http://nahrepsouthflorida.org).



## NAREB

The National Association of Real Estate Brokers (NAREB) was founded in 1947 from the need to secure the right to equal housing opportunities regardless of race, creed or color. MIAMI Realtors is excited to partner with the South Florida Board of Realtists for their 2019 holiday gala and look forward to working together in 2020. To join, visit [nareb-sf.com](http://nareb-sf.com).



## AREAA

MIAMI REALTORS® has been working with the Asian Real Estate Association of America (AREAA) Greater Miami Chapter; Nick Vicera with Miami-Dade County; Mayor Anthony DeFilippo, Commissioner Barbara Kramer and iFresh Market in North Miami Beach and others to create CHINATOWN MIAMI – an Asian American business hub and tourist destination. CHINATOWN MIAMI is designed to become the new regional supply center for Asian restaurants and food stores across the Southeastern United States, Latin American and the Caribbean.













MIAMI REALTORS® also joined AREAA Greater Miami for the Commercial Real Estate Conference and Policy Day, which featured AREAA's 2019 Three Point Policy Plan for Capitol Hill, Climate Change and CHINATOWN MIAMI. To join AREAA, visit [areaa.org/greatermiami](http://areaa.org/greatermiami).

## NAGLREP

The National Association of Gay & Lesbian Real Estate Professionals (NAGLREP) Miami Chapter hosted an Inaugural Real Estate Mixer at Ball & Chain and a Lunch & Learn at MIAMI REALTORS® Headquarters with Freddie Mac to discuss the tri-market real estate report, the NAGLREP real estate report and the Freddie Mac report on the LGBTQ efforts. To join NAGLREP, visit [naglrep.com/join](http://naglrep.com/join).



## Who was Searching Miami Real Estate in 2019?

	<b>Colombia</b> 11.3%
	<b>India</b> 7.2%
	<b>Canada</b> 6.2%
	<b>Argentina</b> 4.8%
	<b>France</b> 5%
	<b>Spain</b> 3.8%
	<b>Venezuela</b> 8.2%
	<b>Mexico</b> 4.3%
	<b>Brazil</b> 4.5%
	<b>Philippines</b> 2.9%

## What Languages Do You Speak?

Update Your Member Profile

- Go to MiamiRealtors.com & Click on MIAMI Gateway
- Click on MIAMI Dashboard
- Click on Home
- Click on Update Your Member Profile
- Click on Personal Information
- Select Languages You Speak & Click Save

### INTERNATIONAL SCHEDULE

**SIRA-MIAMI**  
Raíces Hispanas  
February 11  
Miami, FL  
www.site.com

**France - FNAIM/ WPBC**  
March 6  
International Day  
Paris  
mipim.com

**MIPIM - Cannes**  
March 10-13, 2020  
France  
mipim.com

**Learn to Succeed**  
April 22-26  
Belgrade, Serbia  
www.site.com

**SIMA**  
May 7-10  
Madrid, Spain  
simaexpo.com

**REALTOR® QUEST**  
May 27-28  
Toronto  
realtor-quest.ca

**71st FIABCI World Real Estate Congress**  
May 26-30  
Manila, Philippines  
fiabci.org/en/world-congress

**Inmoción**  
June 4-5  
Benidorm, Spain  
inmocionate.com

For updates, go to <http://www.miamire.com/international/events>

## Go Global with MIAMI's Tools & Resources

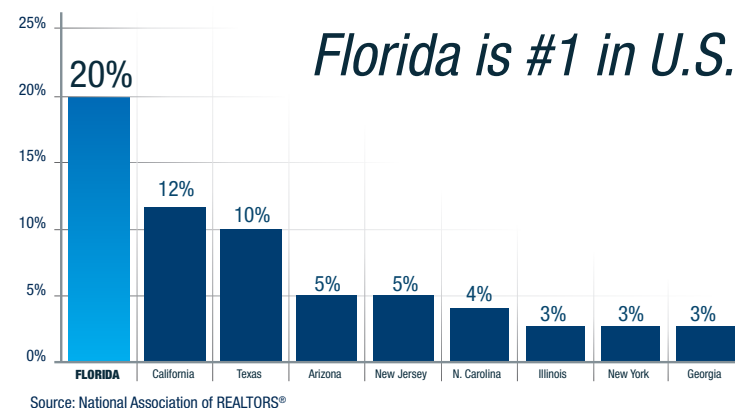
Access MiamiRealtors.com/International to Grow Your International Business

### MIAMI Offers:

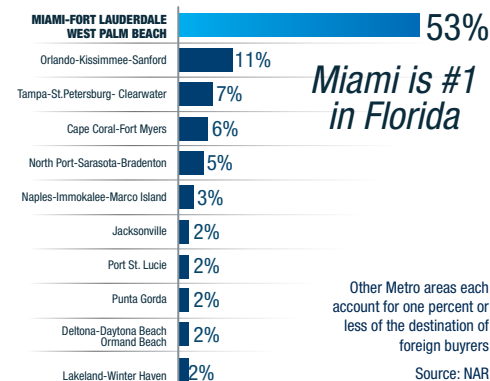
- Global Market Research
- Global Events in Miami & Abroad
- International Professional Development
- Co-branded International Marketing Materials
- Foreign Investors Guide
- And Much More!



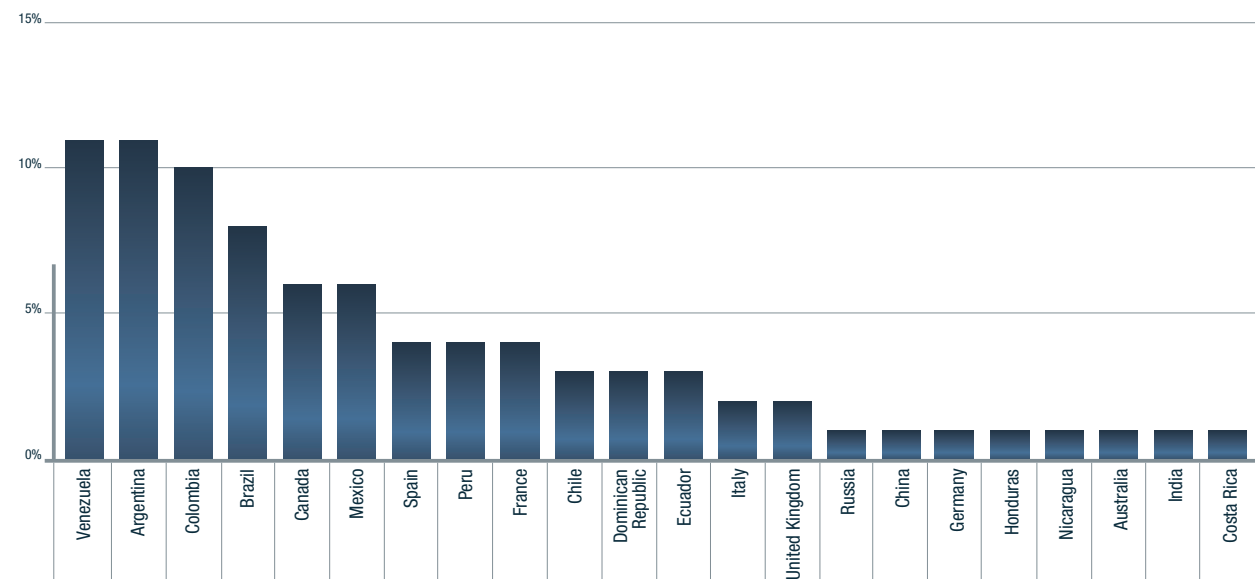
### Major U.S. Destinations of Foreign Buyers

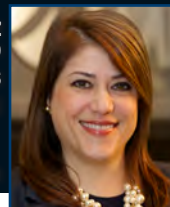


### Top Markets for Foreign Buyers in FL - 53% Choose S. FL



### South Florida Top Tier Countries of Origin





## Connecting Members & Markets... 221 International Partners

MIAMI now has 221 international real estate partners, the most of any Realtor Association in U.S. These alliances create business opportunities for MIAMI members, enhance Miami's global position and strengthen the local real estate market and economy. The bilateral agreements also provide resources, visibility and connections for our valued international partners in more than 50 countries and five continents.

### 19 NEW Global Partners in 2019

### MIAMI Now Has 221 Global Partners

- SINDIMOVEIS – MS – Brazil
- FIABCI Bulgaria
- CIREBA - Cayman Island Real Estate Brokers Association
- China Alliance of Real Estate Agencies
- ARENB – China
- AREAA Denver
- FIABCI Europe
- NRA – National Realtors Association of Grenada
- FIABCI India
- FIABCI Indonesia
- AMPI – Asociación Mexicana de Profesionales Inmobiliarios\*
- Tiburones Inmobiliarios – Mexico
- FIABCI Miami
- FIABCI Nigeria
- Real Estate Partnership Trade Association – Thailand
- FIABCI Spain
- Mäklarsamfundet - Association of Swedish Real Estate Agents
- TREB – Toronto Real Estate Board
- Ukrainian Realtors Association\*
- FIABCI Ukraine
- FIABCI USA

\*Re-signed agreement in 2019; already included in previous count.

**NEW Global Property Exchange**

MIAMI has launched the new Global Property Exchange (**GlobalPropX**) to generate additional exposure for MIAMI and MIAMI Partner property listings. We created a new landing page (**GlobalPropX.com**) to feature our partners' public facing property portals. In return, participating partners have agreed to feature our MIAMI property search of your listings on their websites.

### Confirmed Markets

Argentina	Italy
Austria	Israel
Bahamas	Lebanon
Brazil	Mexico
China	Panama
Colombia	Serbia
Costa Rica	Spain
France/WPBC	Sweden
Greece	Toronto
Hong Kong	

**More Markets Coming Soon!**

**GlobalPropX.com**



**Join MIAMI's International Council**

There is no cost to join. Email [internationalcouncil@miamire.com](mailto:internationalcouncil@miamire.com) to join today.

**SECOVI-SP  
Convention, FIABCI  
Master Award &  
REDE Show**  
August 24-27  
Sao Paulo  
[secovi.com.br](http://secovi.com.br)

**Gran Salón  
Inmobiliario**  
August 2020  
Bogota, Colombia  
[gransaloninmobiliario.com](http://gransaloninmobiliario.com)

**COIPRI 2020**  
September 10-11, 2020  
Lima, Peru  
[aspai.pe](http://aspai.pe)

**Salon De  
L'Immobilier**  
October 9-11  
Paris, France  
[salons-immobilier.com/paris](http://salons-immobilier.com/paris)

**XLIX AMPI  
Congreso**  
October 2020  
Leon, Mexico  
[www.site.com](http://www.site.com)

**26<sup>th</sup> Annual Miami  
Global Congress**  
November 8-10  
Miami, Florida  
[MiamiCongress.com](http://MiamiCongress.com)

**NAR REALTORS®  
Conference & Expo**  
November 12-15  
New Orleans, LA  
[conference.realtor](http://conference.realtor)



Register at:  
MiamiRealtors.com/cips



## Education & Professional Development

miamirealtors.com/education



**Leticia Oliver**  
e-Pro, CIPS, RSPS, TRC  
Chief of Professional Development

letty@miamire.com

Global real estate opportunities are everywhere. People move to the U.S. from other countries every day and foreign-born individuals residing in the U.S. move to new markets. Americans in your current market may look to invest in property overseas. No matter which audience you cater to, the CIPS designation will provide you with the knowledge, research, network and tools to globalize and expand your business.

**CIPS PREREQUISITE**

March 18 | Coral Gables  
March 20 | West Broward

### GLOBAL REAL ESTATE LOCAL MARKETS\*

MUST BE TAKEN BEFORE  
ANY OTHER COURSE

MARCH 25 - CORAL GABLES  
MARCH 27 - WEST BROWARD

### THE AMERICAS & INTERNATIONAL REAL ESTATE

APRIL 1 - CORAL GABLES  
APRIL 3 - WEST BROWARD

### GLOBAL REAL ESTATE: TRANSACTION TOOLS

APRIL 15 - CORAL GABLES  
APRIL 17 - WEST BROWARD

### ASIA / PACIFIC & INTERNATIONAL REAL ESTATE

APRIL 22 - CORAL GABLES  
APRIL 24 - WEST BROWARD

### EUROPE & INTERNATIONAL REAL ESTATE

**Coral Gables**  
245 Alcazar Ave.  
Coral Gables, FL 33134

**West Broward - Sawgrass**  
13680 NW 14 St.  
Sunrise, FL 33323

\*Local Markets course must be taken before you take these courses. Come prepared with pen or pencil & highlighter.

Each class ONLY \$79 Mbrs., \$99 Non-Mbrs.  
Each Course is Approved for 7hrs CE  
Registration: 7:30am  
Course: 8am - 5pm



INSTRUCTOR:  
**DEBORAH  
BOZA-VALLEDOR**  
CIPS, CRB, CRS, GRI, TRC, RSPS, AHWID  
2015 CIPS  
Instructor of the Year

The path to a successful real estate career starts with the MIAMI Association of REALTORS®. MIAMI REALTORS® offers nearly 4,000 Seminars annually - 84% FREE to MIAMI Members throughout 7 locations in Dade, Broward and Palm Beach counties. We offer real estate professionals a full curriculum of real estate training options, including state-of-the-art classroom facilities, continuing education, training towards earning designations and certifications, webinars, Code of Ethics and a Real Estate School. In addition, we are partnered with The CE Shop, the leader in on-line real estate education. It makes sense to get your real estate education from the association that represents more than 52,000 Realtors. We are experts in real estate licensing and training, and our Education Specialists are here to help you increase your earnings potential and build better relationships with your clients.

## Pathways to Success

### JUMP START

- New Member Orientation
- Code of Ethics
- Matrix MLS 101 & 201
- Rapattoni MLS 101, 201
- Form Simplicity
- Supra
- ShowingTime
- iMAPP
- RPR

### FIRST 60 DAYS

- Matrix MLS 301
- Rapattoni 301
- Agent 3000
- ProxioConnect
- HomeSnap Pro
- CMA Workshop

### FIRST 180 DAYS

- 45hr Post Licensing
- CRSP Contract
- Newly Licensed? Now What? - 3CE
- Building the listing Presentation 6 CE
- Prospecting & Farming 6 CE
- Servicing the listing and Working with Buyers 6 CE
- FR / Bar "AS-IS" Contract 4 CE
- Exclusive Right of Sale Contract 3 CE
- MLS and You 3 CE

### SPECIALTY

- Commercial
- Global
- Luxury
- Property Management
- Working with Investors
- Prospecting
- Social Media/Reputation Management

### CAREER ENHANCEMENT

- ABR - Accredited Buyer Representative
- CIPS - Certified Int'l Property Specialist
- CRS - Certified Residential Specialist
- GRI - Graduate Realtor Institute
- GREEN Designation
- PSA - Pricing Strategy Advisor
- SRES - Senior Real Estate Specialist
- SRS - Seller representative Specialist

### BROKER

- FREC II - Broker Pre-License
- 60hr Broker Post License
- Broker Specialty: Daily Operations - 2hrs CE
- Broker Specialty: Liability - 2hrs CE
- Broker Specialty: Managing the Office - 2hrs CE
- Broker Command
- ListHub
- Listing Syndication
- ListTrac

### The South Florida Real Estate School (SFRES)

- Full-Service
- Top Instructors
- Competitive Pricing
- Pre & Post-License Courses
- Competitive Pricing
- Courses Offered in English & Spanish
- Day & Night Classes

### 7 Convenient Locations:

- MIAMI Headquarters
- Coral Gables
- Northwestern Dade
- Aventura
- West Broward - Sawgrass
- NE Broward - Ft. Lauderdale
- JTHS - Jupiter

For all your real estate licensing needs & to find a course near you:

***MiamiRealtors.com/school***

### 45Hr

#### 45 Hour Post Licensing

- Must be completed prior to first real estate sales license renewal
- Education & skills training necessary to grow & compete

### 14Hr

#### 14 Hr Continuing Ed, Core Law & Business Ethics

- Must be completed every two years prior to license renewal
- Law changes concerning licensure & the real estate industry

### 72Hr

#### FREC II 72 Hour Broker Course

- Completion required prior to sitting for the Broker state exam
- Build on previously obtained knowledge
- Includes broker's perspective

### PREP

#### State Exam Prep Review

- 3 day review of all course material
- For both Sales and Broker license candidates - Free to all SFRES students

### All New!

#### Get Your Broker License Today! IN SPANISH

Only school offering Broker course in Spanish  
Only 2 1/2 weeks - Only \$475  
Includes State Exam Manual

### Limited Offer

#### 45 Hour Post Licensing English & Spanish

Mbr \$79 (\$29 + \$50 Book)  
Non-Mbr \$99 (\$49 + \$50 Book)  
West Broward - February 17 to 21  
West Broward - March 2 to 6

### All New!

#### Real Estate Instructor License

Required Continuing Education for Renewal  
Only \$49 for Members - \$75 Non-Members  
Don't pay over \$95 elsewhere

### 60Hr

#### Broker 60 Hour Post License

- Required prior to your first Broker license renewal
- Two 30-hour courses: brokerage management & real estate investment
- Real world information on planning, opening & managing a real estate brokerage

### Commercial Investment & Analysis for REALTORS®

- An introductory look at investment real estate including
- Consumer motivations, Types of investing, Investment analysis
- Real estate investment term, FAR Commercial purchase contract
- Vacant Land Contract

### Foundations for Success, Skills Training for Real Estate Professionals

- Building and presenting the listing presentation

## JANUARY

### 14 CE

Coral Gables  
Jan. 2nd & 3rd - \$85

### FR/BAR As Is Contract MIAMI

HQ - 4hr CE  
Jan. 6 - \$20/40

### 14 CE

West Broward  
Jan. 7th and 8th - \$85

### Building the Listing Presentation - 6hr CE

West Broward  
Jan 9 - \$30/50

### Building the Listing Presentation - 6hr CE

Coral Gables  
Jan 10 - \$30/50

### 45 Post PAID

Coral Gables  
Jan. 13 to 17 - \$149/\$189

### Servicing the Listing & Working with Buyers

Coral Gables - 6hr CE  
Jan. 21 - \$30/50

### Servicing the Listing & Working with Buyers West

Broward - 6hr CE  
Jan. 22 - \$30/50

### 14 CE

Aventura  
Jan. 23 & 24 - \$85

### 60hr Broker Post

Coral Gables  
Jan. 27 to Feb 6 - \$225

### 60hr Broker Post

West Broward  
Jan. 27 to Feb 6 - \$225

## FEBRUARY

### 14 CE SPANISH

West Broward  
Feb 6 & 7 - \$85

### Exclusive Right of Sale Agreement - 3hr CE

West Broward  
Feb 7 - \$15 / \$30

### 14 CE

Coral Gables  
Feb 10 & 11 - \$85

### Exclusive Right of Sale Agreement - 3hr CE

Coral Gables  
Feb 12 - \$15 / \$30

### 14 CE

West Broward  
Feb 13 - 14 - \$85

### 45 Post FREE

West Broward  
Feb 17 to 21 - \$79 / \$99

### 45 Post PAID SPANISH

Coral Gables  
Feb 17 to 21 - \$149 / \$189

### 14 CE

JTHS-MIAMI  
Feb 24-25 - \$49

### 45 Post PAID

MIAMI HQ  
Feb 24th to 28th  
\$149 / \$189

### 14 CE SPANISH

Coral Gables  
Feb 26 & 27 - \$85

## MARCH

### 45 Post FREE SPANISH

West Broward  
Mar 2 to 6 - \$79 / \$99

### 45 POST PAID

Aventura  
Mar 2 to 6 - \$149 / \$189

### 14 CE

Aventura  
Mar 9 & 10 - \$85

### 45 Post PAID SPANISH

NW Dade - Hialeah  
Mar 9th to 13th  
\$149 / \$189

### MLS & YOU

Coral Gables  
Mar 11 - \$15/\$30

### MLS & YOU

Aventura  
Mar 12 - \$15/\$30

### 14 CE SPANISH

NW Dade Hialeah  
Mar 16 & 17 - \$85

### Prospecting & Farming

West Broward  
Mar 17 - \$30/\$50

### FREC II Broker

Coral Gables  
Mar 16 to April 1 - \$495

### Prospecting & Farming

Coral Gables  
Mar 19 - \$30/\$50

### FAR BAR AS-IS Contract

West Broward  
Mar 24 - \$20/\$40

### FAR BAR AS-IS Contract

Coral Gables  
Mar 26 - \$20 / \$40

## 45 Hour Post Licensing | Limited Offer!

MIAMI Members - \$79 (\$29 + \$50 Book)  
Non-Members - \$99 (\$49 + \$50 Book)

### West Broward – February 17 to 21 - English

13680 Northwest 14 Street | Sunrise, FL 33323

### West Broward – March 2 to 6 - Spanish

13680 Northwest 14 Street | Sunrise, FL 33323



# The Power of the MIAMI International Referral Network



## COUNTRIES

ARABIC COUNTRIES  
ARGENTINA  
AUSTRALIA  
AUSTRIA  
BAHAMAS  
BELIZE  
BOLIVIA  
BRAZIL  
BULGARIA  
CAMBODIA  
CAYMAN ISLANDS  
CHILE  
CHINA  
COLOMBIA  
COSTA RICA  
CZECH REPUBLIC  
DENMARK  
DOMINICAN REPUBLIC  
ECUADOR  
EL SALVADOR  
FINLAND  
FRANCE  
GEORGIA  
GERMANY  
GRENADA  
GREECE  
GUATEMALA  
HONDURAS  
HONG KONG  
HUNGARY  
INDIA  
INDONESIA  
IRELAND  
ISRAEL  
ITALY  
JAMAICA  
LEBANON  
MEXICO  
NICARAGUA  
NIGERIA  
PANAMA  
PARAGUAY  
PERU  
PHILIPPINES  
POLAND  
POLAND/GERMANY  
PORTUGAL  
PUERTO RICO  
ROMANIA  
RUSSIA  
SERBIA  
SINGAPORE  
SLOVAK REPUBLIC  
SPAIN  
SWEDEN  
THAILAND  
TAIWAN  
TUNISIA  
TURKEY  
UKRAINE  
URUGUAY  
UNITED ARAB EMIRATES  
UNITED KINGDOM  
UNITED STATES  
U.S. VIRGIN ISLANDS  
VENEZUELA  
VIETNAM  
TORONTO

## The Power of **CONNECTING** GLOBAL MARKETS

- More than 220 Partner Organizations Worldwide
- Links MIAMI Properties to Over 1,000,000 Real Estate Professionals Around the World
- Join our International Referral Network

For the full list go to:

**[MiamiRealtors.com/internationalpartners](http://MiamiRealtors.com/internationalpartners)**

NEW  
**Global X Property**  
change

### Confirmed Markets

Argentina	Colombia	Italy	Serbia
Austria	Costa Rica	Israel	Spain
Bahamas	France/WPBC	Lebanon	Sweden
Brazil	Greece	Mexico	Toronto
China	Hong Kong	Panama	

**More Markets Coming Soon!**

**[GlobalPropX.com](http://GlobalPropX.com)**