

**BERKSHIRE  
HATHAWAY**  
HOMESERVICES

FLORIDA  
REALTY

Discover a new beginning

# QUAIL WEST

ELEVATING THE GLOBAL PRESTIGE

**MICHAEL MAZZEI**  
*Real Estate Broker Associate*



# *A NEW BEGINNING*

DISCOVER OUR UNWAVERING DEDICATION TO PERFECTION

With decades of expertise in luxury real estate, we understand that Quail West represents more than just an exclusive community—it's a lifestyle of sophistication and tranquility. Our team is committed to showcasing the very best this prestigious country club and residential development has to offer. From its world-class amenities to its breathtaking custom homes, we tailor our approach to highlight the unique qualities that make Quail West exceptional. Our dedication to perfection ensures that every aspect of your experience is seamless and refined, providing the foundation for your next chapter in luxury living.













# *DISCOVER OUR ELITE NETWORK*

UTILIZE OUR POWERFUL RELATIONSHIPS WITH KEY POWER BROKERS

Leverage our deep connections with top-tier local brokers who have a proven track record of successfully selling luxury properties in the area. We will work directly with these industry leaders, giving you unfettered access to their expertise and insights to ensure your property reaches the right audience.



# *UNRIVALED GLOBAL REACH*

CONNECTING YOU TO THE WORLD'S ELITE BUYERS

Through our partnership with Berkshire Hathaway, we access an expansive global network that spans major luxury markets across the globe. From New York and London to Dubai, Hong Kong, and Paris, your property will be showcased to affluent buyers in some of the most prestigious cities in the world. With this unparalleled reach, we ensure that your listing attracts the attention of high-net-worth individuals, no matter where they are.

We will prominently advertise Quail West at our prime locations, including our offices on 5th Avenue, the Park Shore office, and our prestigious offices at the Ritz-Carlton Vanderbilt Beach and Tiburón.







# *QUARTERLY PRESTIGE FEATURE*

FULL PAGE FEATURES TO PROMOTE THE COMMUNITY

Prestige magazine, the exclusive luxury publication of Berkshire Hathaway HomeServices, reaches over 50,000 affluent U.S. consumers, including those with a net worth of \$25 million and above. It is distributed to CEOs, past clients, and prospects, and appears in Delta Sky Clubs across 37 major airports.

Additionally, Prestige is featured in Unique Homes magazine and the Berkshire Hathaway HomeServices website, which had over 14 million views in 2021, and shared across a global network of 50,000 real estate professionals.









*COMMUNITY  
COMES  
FIRST*





## ENGAGING AND ELEVATED LOCAL PARTNERSHIPS

We believe in fostering strong relationships within the local community to showcase Quail West as an integral part of the area's growth and success. By collaborating with local businesses, we can further highlight the value of this prestigious development.

We will engage local companies by hosting office meetings, with dedicated time to present the unique offerings and lifestyle of Quail West, ensuring it remains top-of-mind within the community.



# *TARGETED DIGITAL EXCELLENCE*

REACHING THE RIGHT BUYER WITH PRECISION

Our advanced digital marketing strategies ensure that Quail West is seen by the most qualified and discerning buyers. Through sophisticated hyper-targeting, we leverage data-driven insights to connect with high-net-worth individuals across various platforms. From tailored social media campaigns to strategically placed digital ads, our system ensures your property reaches those most likely to appreciate the luxury lifestyle Quail West offers, maximizing exposure and driving engagement from the right audience.







An aerial photograph of a tropical property. On the left, a large, curved, terracotta-tiled roof of a building is visible. To the right, a swimming pool with a white tiled edge and a dark interior is partially shown. The pool is bordered by a low, manicured green hedge. Several palm trees of varying heights are scattered throughout the scene, some in the foreground and others further back. The overall color palette is warm, with earthy browns, greens, and the white of the pool tiles.

# *CAPTIVATING VISUAL PRESENCE*

WHERE IMAGINATION MEETS REALITY

Every pixel matters. In the competitive luxury real estate market, captivating visual presence isn't a luxury; it's a necessity. It's the brushstroke that paints the lifestyle buyers aspire to—a life of sunsets, sea breezes, and endless possibilities. So, let your visuals speak volumes, inviting buyers to step into their dream home, where imagination meets reality.

Quail West deserves nothing less than a visual symphony that resonates with elegance and allure







# *MAXIMIZING MEDIA EXPOSURE*

## LEVERAGING PRESS FOR UNMATCHED VISIBILITY

A successful PR strategy for a development project starts with crafting a strong narrative that highlights its unique vision, values, and lifestyle. This storytelling can focus on aspects like sustainability, luxury, or community heritage, making the project more than just a property, but an aspirational place to live. A well-defined narrative establishes an emotional connection with potential buyers and creates a foundation for further PR efforts.

Press releases are key to maintaining visibility, with announcements about important milestones like groundbreaking ceremonies, project completions, and new partnerships. Highlighting collaborations with renowned architects, designers, or brands through press releases can elevate the development's status and generate media interest. Combined with influencer marketing, this ensures broad exposure. Engaging influencers in real estate or lifestyle sectors allows for authentic content creation, reaching a wider audience and fostering organic interest in the project.

Media outreach is critical for securing both local and national coverage. Building strong relationships with local journalists and securing features in real estate, architecture, and lifestyle publications can position the development as a standout in the market. Together, these PR strategies—compelling storytelling, well-timed press releases, influencer engagement, and targeted media outreach—will elevate the community's visibility and overarching appeal.









BERKSHIRE HATHAWAY  
HomeServices  
Florida Realty

Real Estate's **FOREVER** Brand<sup>SM</sup>



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“Berkshire Hathaway is built to last forever ... it’s true of all the businesses we own. You want to be part of an organization that’s not looking to sell out next week or next month or next year, or where the place will crumble when the founders leave. In terms of permanence, we can’t be beat. Not only can we not be topped by anyone, we can’t be matched by anyone.”

”

- Warren Buffett  
Chairman and CEO, Berkshire Hathaway Inc.



BERKSHIRE  
HATHAWAY  
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Florida Realty



# STABILITY, STRENGTH, QUALITY, AND EXCELLENCE

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The storied Berkshire Hathaway name represents strength, integrity, and trust, and is universally respected. Berkshire Hathaway HomeServices brings together that world-class brand name with proven operational excellence, leveraging the company's talent, experience, assets, and relationships in the process of becoming the world's most valued real estate network.

Berkshire Hathaway, led by Warren Buffett, Chairman and CEO, employs over **360,000** people and owns more than **66** companies, including GEICO, Fruit of the Loom, International Dairy Queen, Helzberg Diamonds, Benjamin Moore, NetJets<sup>®</sup>, **The Kraft Heinz Company**, See's Candies, Berkshire Hathaway Energy, and HomeServices of America.

A world-class brand  
name with proven  
operational excellence



BERKSHIRE  
HATHAWAY  
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# LOCAL ROOTS

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The decision to sell your home can be one of the largest financial transactions you will make.

With the guidance of a Berkshire Hathaway HomeServices Florida Realty Sales Professional, you will benefit from the knowledge and experience necessary to market your home in today's economy. Expect to experience our complete dedication in marketing your home

efficiently — making the home-selling process as enjoyable and as expedient as possible.

Our ties to the neighborhoods and communities that we serve run deep, and we have helped thousands of families become neighbors and friends. We know the schools, parks, restaurants, and one-of-a-kind shops because this is where we live, work, and play.

# GLOBAL REACH

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Berkshire Hathaway HomeServices is the most influential real estate network in the world. Backed by the legendary business powerhouse Berkshire Hathaway, the company now has more than 50,000 Sales Professionals in nearly 1,500 offices in North America, Europe and Asia.

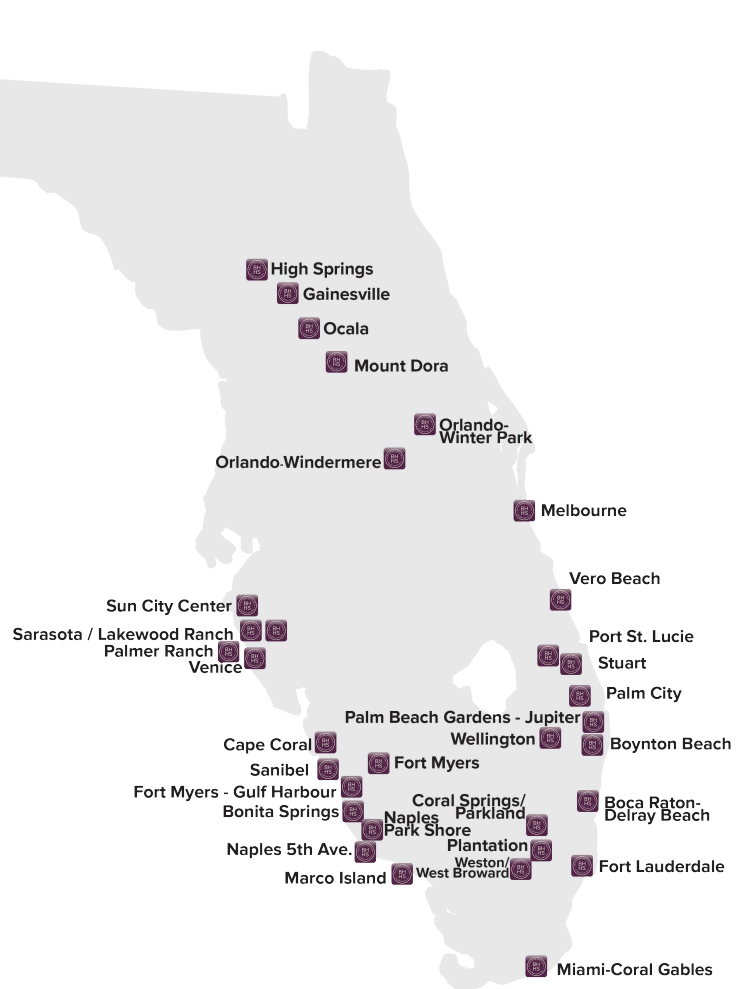
The company is built on proven operational excellence, demonstrated integrity, and the reputation of Berkshire Hathaway, one of the world's most admired companies. Our powerful Global Network Platform equips our Sales Professionals to work in a world that is mobile, online and social, complementing our deep industry expertise and unmatched business knowledge.



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# OUR LOCATIONS



BERKSHIRE HATHAWAY  
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# OUR TEAM

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We are passionate about the smallest details and pride ourselves on operational excellence.

Behind the scenes, a team of office administrators, marketing professionals, accounting experts, IT specialists, relocation managers, and human resources managers, along with our managing brokers and executive leadership work tirelessly for you.

Our team provides superior support for our Sales Professionals and customers. Our neighborhood branches work in concert with our sales support center staff, Florida Title & Guarantee Agency, Prosperity Home Mortgage, HomeServices Insurance, and our ecosystem of industry professionals **to create an exceptional real estate** experience.

# LEAD DIFFERENTLY. TEACH RELENTLESSLY. SERVE PASSIONATELY.

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A respected name and reputation, powerful local and global networks, world-class marketing programs, innovative technology, top tier educational resources, industry-leading home services partners, and the most productive Sales Professionals in the business set us apart from the others.

We consistently strive to raise the standards within our profession, to spread knowledge, and to elevate the level of service for our customers. We are honored to serve our customers at such important times in their lives.



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HATHAWAY**  
HomeServices  
Florida Realty



# PRESENTING YOUR HOME TO THE WORLD

## LISTING SYNDICATION STRATEGY

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Not all real estate sites are created equal. When millions of consumers spoke, we listened. Enhanced advertising and data feeds maximize the exposure of our properties on the most popular real estate sites and apps.

We reach over  
100 million viewers  
each month.

Our properties are  
marketed on the top  
real estate websites and  
mobile platforms.



**BERKSHIRE  
HATHAWAY** | Florida  
HomeServices Realty

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



**BERKSHIRE  
HATHAWAY**  
HomeServices

29 Million visitors to [www.BerkshireHathawayHS.com](http://www.BerkshireHathawayHS.com)

**realtor.com®**

100 Million unique visitors each month

 **Homes.com**

5 Million visitors each month

 **Zillow®**

36 Million visitors each month

 **trulia**

23 Million visitors each month



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# GLOBAL MARKETING STRATEGY

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Berkshire Hathaway HomeServices global marketing strategy focuses on creating an unparalleled experience, by delivering highly personal content consumers are most interested in, with the most innovative targeting strategies available.

## Digital Media

Engaging with consumers on social media through Facebook, YouTube and Instagram, Berkshire Hathaway HomeServices media and digital strategies increasing our range, reach and influence. Consumers are mobile and so are we.

## Print Media

Attracting a worldwide audience is an important part of our global print strategy, our print ads appear in high-quality publications including the Wall Street Journal, Mansion Global Experience Luxury, PENTA, Unique Homes Magazine, Prestige, Netjets Magazine, and duPont Registry.

UNIQUE  
HOMES

PRESTIGE

duPont  
REGISTRY  
A BUYERS GALLERY OF FINE HOMES

NETJETS

WALL STREET JOURNAL

MANSION GLOBAL

PENTA

## Listing Syndication

Listings are syndicated to:

- Facebook
- Instagram
- Twitter
- YouTube
- berkshirehathawayhs.com
- zillow.com
- trulia.com
- wsj.com
- europe.wsj.com
- asia.wsj.com
- mansionglobal.com
- Mansion Global WeChat Channel
- Barron's
- WSJ Market Watch
- juwai.com
- propertylistings.ft.com (Financial Times, London)
- MarketWatch
- PENTA
- PropgoLuxury.com
- Nikkei.com (Real Estate section)



 berkshirehathawayhs.com

CHALK  
DIGITAL

Zillow.com  
Your Edge in Real Estate

trulia  
real estate search

THE WALL STREET JOURNAL.

MANSION GLOBAL  
ONLY THE EXCEPTIONAL



FINANCIAL TIMES



# WE SPEAK YOUR LANGUAGE

BerkshireHathawayHS.com reaches nearly three million users each month from around the world. Our multilingual search features and pricing conversion for more than 45 currencies helps us connect with buyers around the globe or around the corner.

We speak over 30 languages. Whatever part of the world a buyer may come from, we can confidently and fluently communicate with them.

The screenshot shows the website interface in Spanish. At the top, there are links for 'PROPIEDADES GUARDADAS', 'BÚSQUEDAS GUARDADAS', 'INICIAR SESIÓN', and language options 'AUD' and 'ES'. Below this is a navigation bar with 'COMPRAR', 'VENDER', 'AGENTES Y OFICINAS', 'COMERCIAL', and 'CONTACTO'. The main header features the 'BERKSHIRE HATHAWAY HomeServices' logo. The central text reads 'Nuestra red le ofrece viviendas increíbles.' Below this, there are links for 'VIVIENDAS', 'AGENTES', and 'OFICINAS'. A search bar is present with a dropdown for 'US', a text input field with the placeholder 'Introduzca los Datos Sobre Ciudad, Dirección Postal, ...', a magnifying glass icon, and a 'BUSCAR' button. The background is a high-quality photograph of a modern kitchen with white subway tiles, a large brass range hood, and a white countertop with a stainless steel sink and a gas stove.



# MOVING AT THE SPEED OF MOBILE

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According to NAR, 79% of homebuyers use mobile devices to search for homes.

BHHS.com and BHHSFloridaRealty.com have embraced using a responsive design framework due to the continual increase in visits from mobile devices and smart phone users, domestically and internationally.

Our sites deliver a consistent experience for mobile, tablet, and desktop users.

Consumers can locate your home, including all of its features, photos, and videos and learn about the local lifestyle amenities. With more access to the best tools in the industry, our Sales Professionals are good to know.



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# IMAGES BROUGHT TO LIFE

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## YOUTUBE VIDEOS

We create a unique YouTube video for each property we market. A detailed description, Sales Professional contact information, and a link to the property address leverage this influential media source to work for our sellers.

## VIRTUAL AND VIDEO TOURS

Virtual and Video tours create a theater for stunning property photography. Full-screen viewing shows Berkshire Hathaway HomeServices Florida Realty properties to their full advantage.

A billion hours  
of video are  
watched on  
YouTube around  
the world  
every day



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# Berkshire Hathaway HomeServices Automated Listing Program

The Berkshire Hathaway HomeServices Automated Listing Program powered by CHALK Digital, combines the network's existing marketing platform with CHALK's innovative technology to automate digital branding and listing ads.



Berkshire Hathaway HomeServices Automated Listing Program powered by CHALK. The program combines the network's existing marketing platform with CHALK's innovative technology to automate digital branding and listing ads.

## Here's how it works:

- New listings will automatically receive a listing ad campaign approximately 24 hours after CHALK receives the data feed from Berkshire Hathaway HomeServices.
- Ads will be shown to potential homebuyers within a 15-mile radius of the listing on social media, premium websites and mobile devices.
- Potential buyers and sellers who visit a network agent's webpage on [www.berkshirehathawayhs.com](http://www.berkshirehathawayhs.com) will be automatically retargeted with an ad that appears on the social media platforms and premium websites subsequently visited by the potential client.
- The retargeted ads are executed automatically, ensuring all network agents receive retargeting from their personal landing pages, if the agent's personal landing page is not available the consumer will be directed to the listing's landing page.
- Consumers who click on listing ads will be sent to the listing detail page on [www.berkshirehathawayhs.com](http://www.berkshirehathawayhs.com) branded with the listing agent's information and customized with property photos and listing details.







# A LUXURY EXPERIENCE



## LUXURY COLLECTION

Berkshire Hathaway HomeServices Florida Realty offers the most innovative advertising program in the industry to market luxury homes. This program puts your home in front of millions of local, national, and international affluent buyers.

### UNIQUE HOMES

for ultra-affluent buyers and luxury real estate sellers

- Circulation

Mailed to homes valued at \$5 million or higher across the U.S.

- Newsstand

Can be found on more than 7,000 newsstands, upscale bookstores

- Sent to industry-leading agents and their top clients

- Distributed at luxury events and conferences

- Demographics

- Average net worth: \$4,525,000

- Average value of real estate holdings: \$3,500,000+

- 40% own 2 properties; 30% own 3 or more properties

### THE WALL STREET JOURNAL ONLINE EDITION

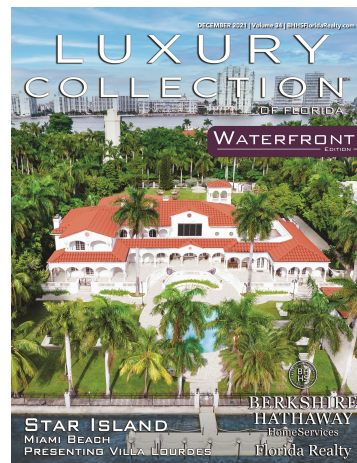
Real Estate boasts an average of over 53,621,000 visitors per month.

### LUXURY COLLECTION OF FLORIDA

The company's in-house quarterly magazine printed as a stand alone magazine and also inserted into UNIQUE Homes.

### LUXURY COLLECTION OF FLORIDA VIRTUAL MAGAZINE

Offers the virtual edition of our quarterly magazine.



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HATHAWAY  
HomeServices  
Florida Realty



# THINK OF THE NETWORKING POSSIBILITIES

WORLD CLASS MEDIA PARTNERS WITH STRONG LOCAL REACH

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## LUXURY COLLECTION™

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UNIQUE  
HOMES

### UNIQUE HOMES - 100,000+ readership

Mailed to homes valued at \$5 million + across the U.S.  
Average net worth of readers: \$4,525,000

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BERKSHIRE HATHAWAY HOMESERVICES  
PRESTIGE  
LUXURY COLLECTION & RESORT PROPERTIES INTERNATIONAL

### PRESTIGE

20,000 copies direct-mailed to affluent U.S. consumers and over  
2,500 Luxury Collection Specialists & inserted in UNIQUE HOMES

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THE WALL STREET JOURNAL

### The Wall Street Journal

Circulation 1,437,863  
Average Income \$315,548

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PENTA

### PENTA- Global Distribution

U.S., Canada, United Kingdom, and the Middle East  
Circulation 236,800

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NETJETS®

**NETJETS, The Magazine** - printed quarterly is distributed to NetJets  
Owners, carried on NetJets aircraft, showcased at NetJets events and  
displayed at key private jet terminals across Europe and the United States.

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32963

Circulation 36,900

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Coastal Breeze News

Circulation 13,500

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Gulfshore Life

Gulfshore Life

Circulation 23,500

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**Miami Herald**  
Circulation 147,130 Daily; 190,751 Sunday



**Naples Daily News**  
Circulation 81,498 Daily; 93,840 Sunday



**News-Press**  
Circulation 150,410 Daily; 168,836 Sunday



**Orlando Sentinel**  
Circulation 138,000 Sunday



**Palm Beach Post**  
Circulation 40,000 Daily; 60,000 Sunday



**Sarasota Herald-Tribune**  
Circulation 39,000 Sunday



**Stuart News**  
Circulation 41,500



**Passport Luxury Guide - Winter Park**  
Circulation 30,000



**Sun-Sentinel / Orlando Sentinel / SunSentinel.com**  
Reach 1.7 million weekly readers in print/online



**Vero Beach Magazine**  
Circulation 10,000



**The Press Journal**  
Circulation 33,000 / daily



**Homes & Land of Lake County**  
Circulation 7,000



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HATHAWAY**  
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# MARKETING AND SOCIAL CONNECTIONS

We will share all of the features and benefits of your home using eCards, flyers, and digital brochures to Berkshire Hathaway HomeServices Sales Professionals and thousands of members of our local Realtor® Associations.

Our social media connections effectively target a wide audience of potential buyers, find new customers, and expand your exposure.



[[Use this area to write a personalized message about the subject of your email, about yourself, your company or anything you feel like!]]



Berkshire Hathaway HomeServices Allison & Doyle REALTORS  
**Berkshire Hathaway HomeServices Global Sales Professional**  
(855) 422-9052  
BHHSsupport@HSHFranchise.com  
www.BHHS.com



**12345 Strathmore Circle**  
Westbury Lake, US 98765

Designed to capture the natural beauty of this scenic location within the shores of Westbury Lake, this exquisite property features golf course, orange grove and panoramic views in every direction. Careful sweeping architectural lines provide for several walls of glass that open seamlessly to the magnificent, expansive garden where the outdoor environment is enjoyed year-round. Located just minutes from Westbury Lake Village for schools, shopping and entertainment.

Designed to capture the natural beauty of this scenic location within the shores of Westbury Lake, this exquisite property features golf course, orange grove and panoramic views in every direction.



Berkshire Hathaway HomeServices  
**Berkshire Hathaway HomeServices Sales Professional**  
(854) 693-0330  
BHHSsupport@HSHFranchise.com  
www.BHHS.com



**BERKSHIRE HATHAWAY HomeServices Florida Realty**

**Robert Johnson**  
2014 P-10000000  
123 456 7890  
robert.johnson@berkshirehathaway.com  
www.bhhsfloridarealty.com

Share Tweet LinkedIn Facebook



# YOUR TRUSTED REAL ESTATE ADVISOR

FOR YOU. FOR LIFE.

At Berkshire Hathaway HomeServices Florida Realty, we're not just here to help you sell your home or help you buy your next one. We're here to help you every step of the way - and beyond.

As a FOREVER Agent and our ecosystem of real estate services, we are committed to providing you an experience that goes beyond the sale. Your best interest is our highest priority.

Relationships matter - It's good to know there's a name you can trust. We are committed to your success and we understand the complex real estate journey from beginning to end. That's more than real estate - That's HomeServices.



## TRUST IS OUR HERITAGE



**WHY TRUST THE PURCHASE OR SALE OF A LUXURY HOME TO ANYONE ELSE?**

With our expertise in the more rarefied echelons of real estate, we have access to exclusive properties that rise above the rest - and the acumen to bring the right buyer to your doorstep. To find a sales professional to list or help you find your next home go to [berkshirehathawayhs.com](http://berkshirehathawayhs.com)

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HomeServices

**LUXURY**  
COLLECTION



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# RELOCATION CONNECTIONS

WE MOVE COMPANIES AND PEOPLE FROM AROUND THE WORLD.

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BGRS (Brookfield Global Relocation Services) is the second largest global relocation service provider. With offices on five continents they make destination and departure moves almost anywhere in the world, delivering 60,000 moves annually for corporate and government clients.

HomeServices Relocation is a full-service relocation management company. A division of HomeServices of America, one of the largest providers of integrated real estate services in the U.S., HomeServices Relocation leverages the market power of the most prestigious brokerages nationwide.

Our Florida cities are top destinations for corporate expansions. We help the growing work-force find their homes. Allied with the most prestigious relocation providers, we are the broker of choice when companies need to move their most valuable asset - their people.

U.S. based BGRS  
moves over  
60,000 families  
in and out of over  
180 countries  
around the world  
each year

BGRS

 **HOMESERVICES  
RELOCATION**  
*A Berkshire Hathaway Affiliate*

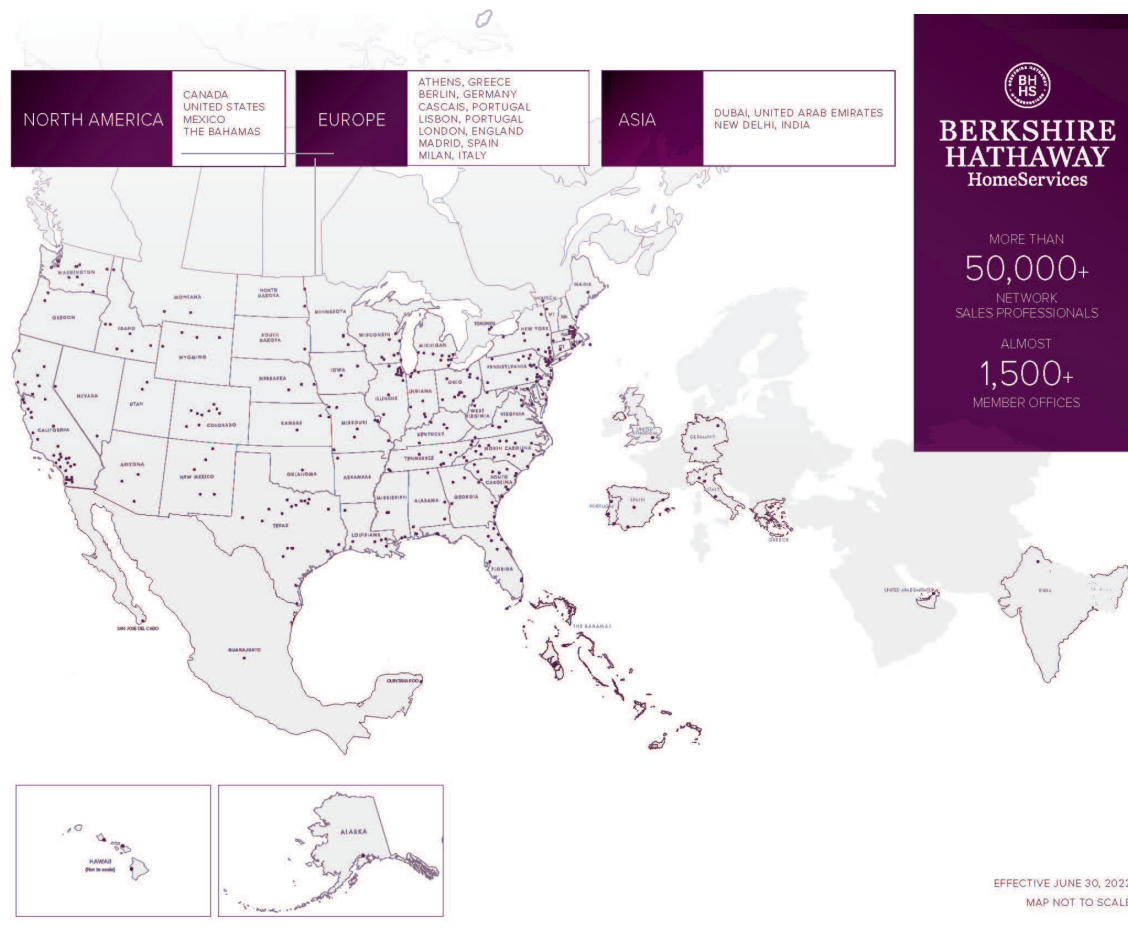


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# A POWERFUL BROKER NETWORK

Excellence inspires excellence. With our growing global broker network, we bring customers together. Your buyer could come from one of the 50,000 Network Sales Professionals.



Map subject to change along with the rapid growth of the network.

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HATHAWAY**  
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# SUNSHINE KIDS

DEDICATED TO CHILDREN WITH CANCER

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We believe in giving back and working to improve the quality of life for children with cancer.

The Sunshine Kids Foundation, a non-profit established in 1982, is committed to providing positive group activities and emotional support for children with cancer. Berkshire Hathaway HomeServices supports Houston, TX-based Sunshine Kids Foundation as its national charitable benefactor.

The Sunshine Kids provides a variety of programs and events, free of charge, for kids receiving cancer treatments in hospitals in Florida and across North America. It adds quality of life to children with cancer by providing them with exciting, positive group activities, so they may once again do what kids are supposed to do ... have fun and celebrate life!

Thanks to the ongoing contributions from our generous Sales Professionals, Staff, local businesses and customers, Berkshire Hathaway HomeServices Florida Realty has raised over \$3 million for The Sunshine Kids Foundation and has been recognized as the No. 1 fundraiser nationwide.



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Florida Realty



# OUR STRONG CULTURE ALIGNS WITH OUR BELIEF IN GIVING BACK...

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HATHAWAY  
HomeServices  
Florida Realty

# IT'S ALL ABOUT RELATIONSHIPS

EXPERIENCE THE DIFFERENCE

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Top-notch title providers create a seamless sales experience and are in constant contact with your Sales Professional.

A state-of-the-art, full service title insurance and settlement services company, Florida Title & Guarantee Agency offers consistent, careful service in every aspect of title insurance.

The professionals at Florida Title & Guarantee Agency closely guide purchasers and sellers through the closing process with personal, individualized attention to make every closing a pleasant experience.

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

## FLORIDA | TITLE & GUARANTEE AGENCY<sup>SM</sup>

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### The Florida Title & Guarantee Agency Difference

- Personalized service, contract through closing.
- Fully licensed closing professionals in more than 40 closing locations throughout the state.
- Consistently recognized as a top 5 issuing agent for Fidelity National Title and First American Title.
- First in Service is not a slogan. It's our culture!



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HATHAWAY**  
HomeServices  
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# A FULL SERVICE EXPERIENCE

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## Prosperity Home Mortgage



Prosperity Home Mortgage, LLC, is a full service mortgage banker specializing in residential and refinance loans. Prosperity Home Mortgage offers a wide range of mortgage products, including fixed and adjustable rate mortgages, jumbo loans, Federal Housing Administration (FHA), Veterans Affairs (VA) loans, and renovation financing.

When you work with Prosperity Home Mortgage, LLC, you're working with a local lender who's intimately familiar with the market, has a personal relationship with your Realtor, and works with a team of hand selected local appraisers to make sure we get the process right. Our team is available 24/7 because questions and needs don't just exist during normal weekday hours. We will leverage this dedicated and thorough support to ensure the smoothest and most seamless process possible for all parties involved. When you partner with Prosperity Home Mortgage, LLC, you have chosen to partner with the best in the industry!

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

## HomeServices Insurance



HomeServices Insurance is an independent agency that operates through a network of offices located throughout the U.S. As a full-service operation, we offer a full suite of quality insurance solutions including home, auto, umbrella, and more. We have established long term relationships with many of the top national and regional carriers in the country, bringing you the power of choice when it comes to your personal insurance needs. As a wholly-owned subsidiary of HomeServices of America, Inc., a Berkshire Hathaway affiliate, we also work hand-in-hand with our real estate, lending, and title partners to obtain the coverage you need when buying a home.

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

## American Home Shield



### Valuable Protection for Sellers

There's a lot to think about when selling your home. Including a home warranty is one of those important considerations. When you include an American Home Shield home warranty in the sale of your home, you can add the Seller Coverage Option\* to help protect your biggest investment while it's on the market and give your buyer the peace of mind that comes from American Home Shield®.

This additional coverage can:

- Give you one less thing to worry about so you can keep the focus on your next home and upcoming move.
- Protect your budget from costly, unexpected, covered repairs during the listing period.
- Reduce issues related to the home inspection and keep the sale on track.

For more information about an American Home Shield home warranty, visit [www.ahs.com/realestate](http://www.ahs.com/realestate).

Limitations and exclusions apply. See agreement for details.

\*Subject to a \$2,000 cap for all trades during the listing period.

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“I would want to be associated with somebody where the financial strength was unquestioned and where the name stood for integrity. What other quality would you want that Berkshire Hathaway HomeServices does not have; and I don't think you could find one.”

”

- Warren Buffett  
Chairman and CEO, Berkshire Hathaway, Inc.



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HATHAWAY  
HomeServices  
Florida Realty



# MICHAEL MAZZEI

## ASSOCIATE REAL ESTATE BROKER

Michael Mazzei is a seasoned Managing Broker in Illinois and a Broker Associate in Florida, with over three decades of experience managing billions of dollars in transactions across diverse markets, including Grosse Pointe, Michigan; Chicago; and South Florida. His comprehensive market knowledge, exceptional negotiation skills, and extensive experience in both commercial and residential real estate make him a sought-after expert in the industry. Michael has a proven track record of delivering optimal returns on investment, guiding complex projects from feasibility to successful completion, and leading strategic partnerships with developers, architects, and financing sources. He is known for his leadership roles, including Senior Vice President and Managing Broker at Berkshire Hathaway HomeServices, where he oversaw the growth and financial success of multiple branches.

**BROKER ASSOCIATE** | Berkshire Hathaway HomeServices Florida Realty

**2022 - Present**

**SENIOR VICE PRESIDENT** | Berkshire Hathaway HomeServices Chicago

**1999 - 2022**

### KEY ACHIEVEMENTS

Headed multiple branches that allowed brokerage to become #3 ranked affiliate in largest brokerage across the nation.

Managed high-value real estate transactions exceeding billions of dollars across multiple markets.

Demonstrated exceptional negotiation skills, securing favorable terms and conditions for clients.

Spearheaded project feasibility studies and product design initiatives, contributing to successful real estate developments.

Led prominent sales efforts for diverse real estate projects, achieving significant market penetration and sales volume.







# *BERNADETTE RAY*

REAL ESTATE SALES ASSOCIATE

As your dedicated real estate professional in the Naples area, my top priority is understanding and achieving your real estate goals. I combine in-depth neighborhood knowledge and market insights with exceptional personal service to create a seamless experience. With experience working directly with builders and developers, I bring a unique perspective to both investing and portfolio building. My background in interior design allows me to help clients present their homes in the most attractive way possible. Whether you're buying or selling, I'm here to guide you every step of the way. I invite you to reach out to discuss your next steps.







**MICHAEL MAZZEI**  
*Real Estate Broker Associate*