



**COLDWELL BANKER
COMMERCIAL**
SCHMIDT FAMILY
OF COMPANIES

FLORIDA RESIDENTIAL AND COMMERCIAL POLICY (APPROVED 02.25.22)

Steve Carr, Region President, Florida Operations

Todd Veza, President of Commercial Real Estate and Property Management

Updated 11.18.22

Purpose:

- Clearly define residential and commercial lines of business and interaction
- Provide operating policy for lines of business to attract and retain best in class professionals
- Improve brand, reputation and performance by optimizing qualified professionals' skill sets
- Improve risk management profile through policy adoption mitigating legal exposure

Section 1 - Grandfathered ResMercial Agents:

- Regional Leaders (Deeana Atkinson, Lisa Cataline and Steve Cupolo) meet with and inform individual managers that beginning in 2022 there will be distinct policies and procedures governing residential agents' ability to execute commercial transactions.
- Regional Leaders (Deeana Atkinson, Lisa Cataline and Steve Cupolo) to compile list of existing, qualified ResMercial agents that currently, actively, significantly and professionally execute both residential and commercial transactions and are recommended to be Grandfathered to execute transactions in both lines of business going forward.
- Steve Carr, Region President, Florida Operations and Todd Veza, President of Commercial Real Estate and Property Management review and approve Grandfathered List.
- Approved Grandfathered List of ResMercial agents submitted to Regional Commercial Leader (Premier: Bob Buckmaster / Paradise: TBD / Sunstar: TBD).
- Grandfathered ResMercial List officially documented, approved and adopted.
- Grandfathered ResMercial agents may execute residential and commercial real estate transactions individually on their own per their existing company independent contractor agreement or they may partner with commercial brokers as desired or needed.

Section 2 – Non-Grandfathered Residential Agent Commercial Transaction Procedures:

- Owned Real Estate (100% owned or majority owned/general partner status with sole decision-making authority): Ability to execute commercial transaction with oversight of Regional Commercial Group. 20% co-broker oversight fee to commercial group.
- Referral: Refer qualified commercial transaction to commercial broker, broker accepts, works on and transaction is completed within 2 years. 25% referral fee paid to referring residential broker.
- Relationship/Expertise: Procuring residential agent co-brokers transaction with commercial broker. Residential agent responsible for customer communication and service. Commercial broker responsible for expertise and executing transaction. 50% residential/50% commercial co-broker fee.

Section 3 – Florida Policy Manual Update and Future ResMercial Recruitment:

- Regional Leaders (Deeana Atkinson, Lisa Cataline and Steve Cupolo) to update and add new ResMercial policy and procedure language to each region's policy manual. Updated policy manual with highlighted changes distributed to and signed by every agent by end of 2021.
- Changes to ResMercial policy manual policies and procedures: Steve Carr, Region President, Florida Operations and Todd Veza, President of Commercial Real Estate and Property Management approval required.
- Newly Recruited Grandfathered ResMercial Agent: Agent currently, actively, significantly and professionally executes both residential and commercial transactions and wishes to be Grandfathered into the ResMercial program. Steve Carr, Region President, Florida Operations and Todd Veza, President of Commercial Real Estate and Property Management approval required.

TODD VEZZA

President, Commercial Real Estate & Property Management

Todd@SchmidtHQ.com | 231.225.0786



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Coldwell Banker Paradise ResMercial Agents					
First Name	Last Name	Office	Notes	Manager	RVP
Luke	Lewis	Ft Pierce		Tara Marchisello	Lisa Cataline
Loretta	Parks	Ft Pierce		Tara Marchisello	
Mark	Tierney	Ft Pierce		Tara Marchisello	
Gary	Sacrestano	Port St. Lucie		Julio Sanchez	
Marci	Whitley	Port St. Lucie		Julio Sanchez	
Quincy	Arceneaux	Port St. Lucie		Julio Sanchez	
Tami	Leliuga	Satellite		Mike Reynolds	
Clara	Rodriguez	Satellite		Mike Reynolds	
John	Donaway	Satellite		Mike Reynolds	
Virginia "Ginny"	Heeter	Sebastian		Mike Reynolds	
Kirby	Kitchener	Sebastian		Mike Reynolds	
Andrew	Gonzalez	Vero Island		Julio Sanchez	
Melanie	Gonzalez	Vero Island		Julio Sanchez	
Natalie	Osche	Vero Island		Julio Sanchez	
Tim	Zorc	Vero Island		Julio Sanchez	
Vance	Brinkerhoff	Vero US1		Julio Sanchez	
Ron	Cochran	Vero US1		Julio Sanchez	
Coldwell Banker Paradise Full Time Commercial					
First Name	Last Name	Office	Notes	Manager	RVP
John	Culverhouse	Ft Pierce		Linda Gonzalez	Lisa Cataline
Hampton	Jackson	Ft Pierce		Linda Gonzalez	
David	Miller	Ft Pierce		Linda Gonzalez	
Hoyt Pat	Murphy	Ft Pierce	Does some residential	Linda Gonzalez	
Vince	Rossignol	Ft Pierce		Linda Gonzalez	
Tommy	Rouse	Ft Pierce	Does some residential	Linda Gonzalez	
Paul	Schall	Ft Pierce	Does some residential	Linda Gonzalez	
Frank	Strazzulla	Ft Pierce	Does some residential	Linda Gonzalez	
Phil	Strazzulla	Ft Pierce	Does some residential	Linda Gonzalez	
Jelani	Linder	Ft Pierce		Linda Gonzalez	
Anthony	Garmbardella	Port St. Lucie		Julio Sanchez	
Alfred	Stalker	Port St. Lucie		Julio Sanchez	
Jeff	Young	Port St. Lucie		Julio Sanchez	
Terry	Calhoun	Sebastian		Mike Reynolds	
Linda	Gonzalez	Vero Island		Julio Sanchez	
Jeff	Luther	Vero Island	Does some residential	Julio Sanchez	
Keith	Kite	Vero US1		Julio Sanchez	
Kollin	Kite	Vero US1		Julio Sanchez	

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Coldwell Banker Premier ResMercial Agents					
First Name	Last Name	Office	Notes	Manager	RVP
Bill	Miller	St. Augustine		Steve Ladrigo	Steve Cupolo
Dominic	Deangelis	St. Augustine		Steve Ladrigo	
Steve	Cupolo	St. Augustine		Steve Ladrigo	
Rob	West	St. Augustine		Steve Ladrigo	
Steve	Ladrigo	St. Augustine		Steve Ladrigo	
Nick	Khemlani	Ormond Beach		Denise Hutchinson	
Jim	Volpe	Palm Coast		Tom Heiser	
Jack	Corbett	Palm Coast/Ormond		Tom Heiser	
Destin	Bradwell	St. Augustine		Steve Ladrigo	
Nick	Hadjis	St. Augustine		Steve Ladrigo	
Susan	Wardazek	Ormond Beach		Tom Heiser	
Coldwell Banker Premier Full Time Commercial					
First Name	Last Name	Office	Notes	Manager	RVP
Bob	Buckmaster	Commercial		Adam Lanteigne	Steve Cupolo
Christie	Maimo	Commercial		Adam Lanteigne	
Eric	Maimo	Commercial		Adam Lanteigne	
Michael	Gehring	Commercial		Adam Lanteigne	
Adam	Lanteigne	Commercial		Adam Lanteigne	
Austin	Lanteigne	Commercial		Adam Lanteigne	
Ron	Palmer	Commercial		Adam Lanteigne	
Greg	Trzaska	Commercial		Adam Lanteigne	
Dave	Ritchie	Commercial		Adam Lanteigne	
Jim	Wauldron	Commercial		Adam Lanteigne	
Caleb	Cooper	Commercial		Adam Lanteigne	
Rich	O'Brien	Commercial		Adam Lanteigne	
John	Haley	Commercial		Adam Lanteigne	
John	Peterson	Commercial		Adam Lanteigne	
Viktorija	Mask	Commercial		Adam Lanteigne	

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Coldwell Banker Sunstar ResMercial Agents					
First Name	Last Name	Office	Notes	Manager	RVP
Brent	Canevari	Cochran		Brent Caneveri	Deeana Atkinson
Ben	Grieco	Cochran		Brent Caneveri	
Sherman	Droughty	Cochran		Brent Caneveri	
Jimmy	Guinta	Cochran		Brent Caneveri	
Sydney	Copeland	Cochran		Brent Caneveri	
Larry	Efstathiades	Cochran		Brent Caneveri	
Bill	Aderman	Englewood		Becky Borci	
Akos	Janjura	Fisherman's Village		Randy Summey	
Lesley	Barton	Fisherman's Village		Randy Summey	
Stefani	Pish	Fisherman's Village		Randy Summey	
Jaha	Cummings	Punta Gorda		Jaha Cummings	
Coldwell Banker Sunstar Full Time Commercial					
First Name	Last Name	Office	Notes	Manager	RVP
Ray	Brunner	Cochran		Brent Caneveri	Deeana Atkinson
Al	Sanchez	Cochran		Brent Caneveri	
Danny	Nix	Cochran	Part of Nix Team	Brent Caneveri	
Beatriz	Cervantes	Cochran	Part of Nix Team	Brent Caneveri	
Tottingham	Don	Cochran	Part of Nix Team	Brent Caneveri	

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