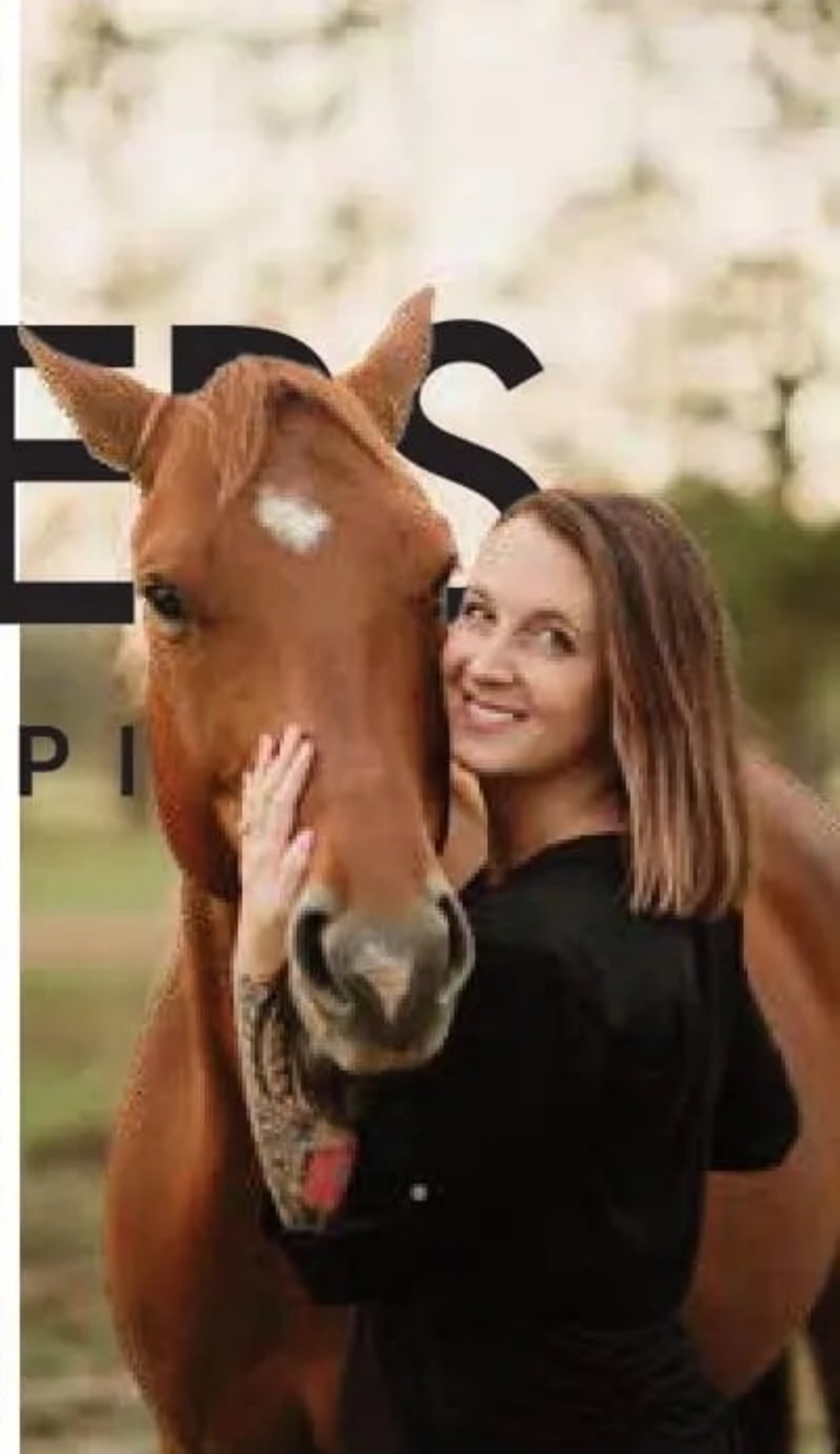


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THE "PET EDITION"




FEATURING THE TOP-PRODUCING ANIMAL LOVING AGENTS + Benefitting Pet Alliance

SPONSOR SPOTLIGHT:

John Canonico (and JoBe) with Brightway Insurance Oviedo Winter Springs

Photos from MasterclassOrlando #44

The Pets of Central Florida Real Estate Collage 



JULY 2022

TIFFANY PANTOZZI

WITH ALIGN
REAL ESTATE

& Cash Money the Cat

Last Year's Sales (Volume)

\$24M Personally;
\$44M Brokerage/Team

Pet Type[s], Name[s], Breed[s], Age[s]

Cash Money, rescue, 17

How Long Have You Had Your Cat?

17 years

Tell Us More About Your Pet[s] and/or How You Got Them:

When I got my first apartment, I wanted to have a pet, so I went to the humane society and adopted my cat. He was the first kitten in the first cage I saw.

How Did You First Get Into The Real Estate Business?

After selling my apparel company, I then had to decide what I was going to do next in my career. My family had been in real estate and was highly encouraging me to get my license. I decided that with my professional experience, I could really excel in this profession, and here I am six years later!

Why Do You Love Animals? What Do You Love About Real Estate?

I have loved animals my whole life. In my early childhood, I wanted to be a veterinarian. Animals have an unconditional love that they share and an innocence that is just so special. I love all animals, and they can always bring a smile to my face.

What I love most about real estate is that every day is different, and every transaction is unique, which always keeps it interesting and exciting. Plus, it is so fun to explore new properties and neighborhoods.

How Does Real Estate Fit Into Your Goals, Dreams, and Lifestyle?

I prefer a very flexible schedule and have always worked best independently as my own boss. With real estate, I am able to manage my schedule and pick and choose the clients I work with. Real estate can be very rewarding financially, which allows me to create my ideal lifestyle of travel, dining, philanthropy, and creating special experiences for those I love.

Tell Us About Your Business, the Business Structure, and/or team:

I am the founder of ALIGN Real Estate and have 12 agents within the company across multiple Florida markets. I encourage everyone to work independently as I do, and I help them to learn how to build a recognizable and sustainable brand to ensure longevity in their real estate business.

What Do You Love About Central Florida? Which Area Do You Call "home"? Why Do You Love That Side of Town? We can access both the east and west coast of Florida quite easily. I am most looking forward to the bright line to launch and give us easy access

to south Florida. I live in Windermere, which is definitely one of my favorite parts of Central Florida because of the beautiful chain of lakes we have access to and the gorgeous homes and communities. I live in the town of Windermere, which is on the east side of Windermere and we have monthly events and gatherings that really allow you to have a small-town feel while still only being about 15-30 minutes from top attractions to the best dining and entertainment in all of Central Florida.

How Do You Juggle Real Estate AND Taking Care of Your Animal?

There can definitely be very long days in real estate, and luckily my cat is ok for long hours alone if necessary. I do also try and work from home a few days a week because I really do enjoy working from home, and my cat enjoys it, too, as he likes to sit on my desk or window sill and hang out with me all day!

What Do You Do For Fun OUTSIDE of Real Estate and Business?

Outside of real estate, you can find me traveling to unique destinations and relaxing at fine hotels and resorts for some serious rest and relaxation. I love a good adventure and learning about different cultures, so anytime I can travel internationally, I do. For the times I can't travel, a great pool, beach, or boat day will always be my go-to leisure activity!

What's Your Biggest Piece of Advice for Aspiring Top-Producing REALTORS®?

Service to your clients is extremely important. There is so much to learn, and every transaction is different. Selecting the right brokerage to learn from will be key to your success! Don't only worry about your split; remember, \$0 of 100% is still \$0. You have to pay to play and learn from the best in any business, so choose wisely and don't be motivated by commission splits. Having access to the best resources and tools, as well as surrounding yourself with other top-performing agents to learn from, will only further enhance your client experience and your knowledge and grow your business.

Anything Else You Wanted to Add?

There are a number of things my cat does that bring me a tremendous amount of joy each day. Every day I get home, Cash is sitting at the door like a dog, ready to welcome me. He loves to chase me into my room for treats, and when he runs, his belly flops, which is really funny to watch. He sleeps with me every night and loves to snuggle up to me face to face, which is such a pleasant way to wake up in the morning. Cash is my first child, and I am so grateful for all the years of love he has given me.

