

REAL ESTATE LIVES NEWS

Helping Professionals From All Backgrounds Rebound and Rebuild Their Lives

UPCOMING GUEST SPEAKERS



AUGUST

Bill Eshenbaugh, ALC, CCIM
Founder & President
Eshenbaugh Land Company



AUGUST

Abby Kohut
Speaker, Author and Job Search Guru
Absolutely Abby



SEPTEMBER

Stevens Tombrink, CCIM
Managing Director - Tampa
LandQuest Commercial Real Estate Services



OCTOBER

Nancy Surak, ALC, CCIM
Managing Broker
Land Advisors Organization

WELCOME TO REAL ESTATE LIVES

Real Estate Lives is your source for job postings, networking opportunities, mentoring, training, support groups and special events which will help you find your next great employment opportunity.

NETWORKING OPPORTUNITIES

Universally acknowledged as the #1 tool for gaining re-employment, REL offers multiple internal networking opportunities. All are very popular and highly successful.

1

SMALL GROUP FORUM (FREE)

Every Tuesday, 11:30 am to 1:30 pm via Zoom.
Zoom conference call, led by Gregory L. Morgan.

2

GENERAL MEETING (FREE)

First Thursday of every month, 9:00 am via Zoom with special guest speakers, starting at 10:00 am. Upcoming speakers include: Bill Eshenbaugh, ALC, CCIM, Abby Kohut, Stevens Tombrink, CCIM, and Nancy Surak, CCIM, ALC.

3

REBUILDERS MEETING (FREE)

After General Meeting, first Thursday of every month, 11:00 am via Zoom. This group meeting provides a confidential, safe and casual atmosphere where the goal is to help Rebounders deal with stress, discouragement, relationship issues, self-esteem and/or fear.

4

THURSDAY TRAINING WORKSHOPS – EVENING (FREE)

Third Thursday of every month, 5:15 pm via Zoom with special guest trainers. Upcoming trainers include: Larry LaBelle, Suzanne Ricci and Bob Saxon!

All Real Estate Lives meetings use the same Zoom Call-in Information:

<https://zoom.us/j/454980992>

Meeting ID: 454 980 992

NOTE: Video conference is STRONGLY PREFERRED, but if you can't join via video, call in to (253) 215-8782 or (301) 715-8592.

Be sure to check REL's [calendar](#) for a list of all upcoming meetings, trainings, job fairs and events!

AND SO WE PIVOT



Gregory L. Morgan
President of
Real Estate Lives

Real Estate Lives is nearly one dozen years in the making. At the onset our mission was rooted in helping real estate people get back to work. Today we have evolved to focus with broader volunteer support and a wider client base. We now assist all business professionals. Our vision is for a thriving job market in the Tampa Bay area. We have the volunteers and ingredients to aid in supporting this mission. The challenge associated with helping build a talented and knowledgeable workforce in our community starts with careful and thoughtful planning.

Circumstances change. Our team has been especially diligent in exploring current circumstances and what the future looks like for the organization. We are forging ahead with plans that leverage our history. We have

found a number of proven techniques and programs that lead to personal and career success. New exciting opportunities continue to surprise even us, as we look strategically at where we are headed. The following areas seem especially promising as we grow.

VIRTUAL ACCESS

Technology has expanded in all areas of Real Estate Lives, from general meetings and training to contact management and website redevelopment. This platform growth is giving Rebounders the edge they need to be successful in their search.

CONTENT

Our resources and volunteer base make us more informative and intimate than ever. We recognize the dynamics of the hiring process and understand the challenges and stress many experience as well. There are new realities and there are tried and true methods. We are at our best working closely with groups and individuals navigating the delicate balance of leveraging individual skills, networking and organizational needs. The goal is to help the Rebounder find that perfect fit.

EXPERTISE

Our virtual format and approach allows us to offer speakers from markets near and far. There is value in learning from those who prevail in their career journeys. Topics range from resume writing to mindfulness.

RESULTS

Many people report the benefits of Real Estate Lives. By our estimate, more than **4,000 individuals** have found support, direction and guidance from participation. All of our services are **FREE**. At Real Estate Lives, we are proud to be a part of so many success stories.

And so we pivot!

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REAL ESTATE LIVES SUCCESS STORIES



Real Estate Lives provided me with invaluable support, camaraderie, mentoring and fellowship as I navigated my transition to the next chapter of my professional

journey. Words alone do not reflect my gratitude to the organization and the wonderful people with whom I have connected! Thank you!

Best regards,
Craig Harter
[linkedin.com/in/craig-harter](https://www.linkedin.com/in/craig-harter)



I heard about Real Estate Lives when I was new to Tampa and, frankly, lost. The advice, connections, and other support REL invested in me gave me confidence when

I wavered, and reminded me of the powerhouse that I am. I now have a career that I love and that loves me. And I love REL! So much so that I became a REL volunteer.

Grateful, happily-landed Rebounder,
Carlene Ulacia
[linkedin.com/in/carleneulaciaorgleader](https://www.linkedin.com/in/carleneulaciaorgleader)

12 WAYS TO SHORTEN YOUR JOB SEARCH



Joe H. Jones
Founder,
Transition Masters
transitionmasters.org

More People – Fewer Jobs – More Competition for Jobs

1. Know what type of work you want

If you don't know what you want, others can't help you find it!

2. Review your career strategy

- Job change or career change (job change is quicker)
- Review job restrictions (geographic, compensation, part time/full time)

3. Invest more time and effort into the job search process

The optimum amount of time is 35 hours per week, plus an hour per day of exercise.

4. Review your job search strategies

Spend 20% of your time on Internet listings and 80% meeting people.

5. Reduce unproductive activities

Less than 25% of your job search time in a 40 hour week may be spent on volunteer work or other chores – 75% on job search.

6. Develop a list of target companies

that you would like to work for. Identify the person who can hire you (department manager – not HR). Through your contacts (in person and online) arrange to meet with that person for an informational interview. Follow up as they request until a job opening occurs.

7. Tailor your cover letters and resumes to stand out!

Use JobsScan.co to determine the suitability of your resume compared to the job description. This will help you clear applicant tracking systems.

8. Use a systematic job search method

that you implement every day. Know which strategies are most productive that you can implement daily.

9. Stand out

- Send hard copy along with electronic copy of resume

TRANSITION MASTERS

Teaching job search presentation skills

transitionmasters.org

- Literally show them what you have done - create a visual work portfolio
- Know what they are looking for
 - Qualified?
 - Fit?
 - Risks of hiring you?
 - Can they afford you?

10. Find a support system

- Don't go through job search alone
- Surround yourself with positive people
- Get weekly reinforcement and accountability – set daily goals!

11. Become "visible" to people who can hire you.

12. Become "believable" to those people so they will refer you

Joe H. Jones

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NEW BEGINNINGS



Michael Parise
Life Coach/
Spiritual Director

Recently a professional man called me for coaching. He was in a real funk. Having relocated from the North with his infirm spouse, he had been searching for a new job in Florida for the past several months as the pandemic hit, with no luck. He was afraid and felt like a failure.

All his life he focused on academics and was very competent in previous jobs.

He continually updated himself with new certifications in his field.

I asked, *"All things being equal and given your past successes, what's the real chance of failure on a scale of 1 to 10?"* He admitted, *"Probably 2 or 3."* He then realized that fear and dread had been controlling his inner narrative.

I continued, *"What would it be like if you focused on just today and not on some distant, imaginary failure? Make a list of what you really need to and want to do, just for today, including something to lift your spirits."*

Taking my suggestion, the funk slowly began to lift. By focusing on the present, he found a shift in his inner narrative. Dread

changed to feeling successful in life. I also suggested he say good things about himself out loud, so that his affirmations make the journey from the brain to the heart.

Change and new beginnings are the only guarantees in life. We **DO** have the power to shift our self-defeating narrative to positive and more truthful messages about who we are and how successful we deserve to feel!

Michael Parise is a seasoned life coach and spiritual director. He volunteers pro-bono for Real Estate Lives. Contact him for a compassionate ear.

Michael@mpariselifecoach.com

mpariselifecoach.com

(813) 444-9641

ANNUAL JACK BRUBA

We are planning the Second Annual Jack Brubaker Jr. Memorial Golf Classic to benefit Real Estate Lives and Autism Shifts.

Jack was a beloved friend and confidant to many, many people. He graduated with his BA and was enrolled with ROTC from University of Southwestern Louisiana. After graduation, Jack proudly served with the United States Air Force and retired Captain after serving in Vietnam flying reconnaissance for his country.

Jack had a love of skiing, golf and enjoying his many close friendships. He was active in Christ Community Church and volunteered as a mentor with Real Estate Lives, which has an award named simply, The Jack Brubaker Award.

Although he had high expectations of people, Jack had an immense quality of being an amazing listener and spoke with a calm, poetic voice that brought much wisdom and solace to anyone who reached out to him. Jack was always available and never too busy to help. Jack is known for his funny antics and more importantly, his kind and compassionate spirit. We all surely miss him.

We will keep you posted on the actual date for the tournament. We hope to see you there.

Sincerely,
The JBJMGC Committee



**Thank you! Founding Co-Chairs
Eric Blackburn & Scott Gray (L to R)**



Jack Brubaker Jr. (1946-2019)



KER JR. GOLF CLASSIC



CAN'T WAIT TO SEE YOU NEXT MARCH!



THANKS TO OUR GOLF CLASSIC SPONSORS



DESPITE COVID-19 HOW REL AND OTHER PROFESSIONALS CAN STILL FIND MEANINGFUL CAREERS



Ronald L. Weaver, Esquire

Stearns Weaver
Miller Weissler
Alhadeff &
Sitterson, P.A.

Despite COVID-19, the following meaningful job opportunities for professionals and others are apparently still available at the following 58 companies in Tampa. Such jobs can be found by typing their name in the free **indeed.com** website:

indeed.com: American Greetings, Arby's, AutoZone, Bass Pro Shops, Bealls Outlet, BJ'S Wholesale Club, Burger 21, Burlington Stores, Castle Group, Checkers, Cheesecake Factory, Chick-fil-A, Chili's, Chuck E. Cheese, Coke Florida, Cricket Wireless, Crocs, Diamond Hill Golf Club, Dick's Sporting Goods, Dough, Famous Footwear, FedEx, Firehouse Subs, GardaWorld, Girl Scouts West Central Florida, Hawthorne Village of Brandon, Healthcare Services Group, Humane Society of Tampa Bay, IKEA, Jimmy John's Gourmet Sandwiches, Krispy Kreme, Krystal, La Segunda Bakery, Metro by T-Mobile, Outback & Carrabba's Express, P.F. Chang's, Popeyes, Purple Pawz Pet Resort, RaceTrac, Rainbow Shops, Red Robin, Royal Maid Service, Sonic, Spectrum, Stand Up Guys Junk Removal, Steak 'n Shake, Tampa Bay Times, The UPS Store, The Vitamin Shoppe, TJMaxx, Tropical Smoothie Café, Under Armour, UniFirst, UnitedHealth Group, Vaco, WIS International, YouFit and ZooTampa.

The following 62 companies are hiring on their own websites, e.g., Publix and Shipt. The 60 other websites are found on the **RealEstateLives.org** website. There are job postings there by the very hard working volunteer Tara Williams, who works with her sister Lisa Hyde Ferich of Osceola Partners, LLC.

Ronald L. Weaver, Esquire
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Those companies using their own websites per **RealEstateLives.org** are: 7-Eleven, Ace Hardware, Aldi, Amazon, BayCare, Big Brothers Big Sisters, Big Lots, Boys and Girls Club, Burger 21, Champion National Security, Chipotle, Costco, CVS, DACCO, Dollar Tree, Dollar General, Domino's Pizza, DoorDash, Dunkin', Famous Footwear, Girl Scouts West Central Florida, Gulf Coast Jewish Family & Community Services, Habitat Hillsborough, Hispanic Services Council, Home Depot, Instacart, Lowe's, McDonald's, Panera Bread, Papa Johns, PepsiCo, Pizza Hut, Postmates, Publix, Qdoba, Rebuilding Together Tampa Bay, Sam's Club, Security Industry Specialists, Shipt, Sprouts Farmers Market, Starbucks, Success 4 Kids & Families, Taco Bell, Target, Texas Roadhouse, The Spring, Thorntons, Total Wine & More, Uber Eats, Valet Living, Walgreens, Walmart, Wawa, Wendy's, and Winn-Dixie.

If you are looking for a job on **Publix's website, it is: <https://corporate.publix.com/careers>**. Please make an account with Publix to access its application, including the zip code of the area where you want to work and be prepared to describe the bagging, stocking, deli or other positions that interest you. For another example, **ALDI is at <https://careers.aldi.us/search-jobs/Tampa%2C%20FL/61/4/6252001-4155751-4158712-4174757/27x94752/-82x45843/50/2>**. There, you will also need to create an account. A third example is **Sprouts**, so please contact them at **480-800-8056** or visit **about.sprouts.com/careers** to apply.

Not all of these jobs are retail or restaurant, including Hawthorne Village of Brandon, The Girls Scouts West Central Florida (which was looking this summer for a Chief Development Officer, for example), and FedEx, ZooTampa, Habitat Hillsborough, the Humane Society of Tampa Bay, all of which are on indeed.com.

Pet grooming has been surprisingly resilient. You may want to check for a job at **[roverdoneover.net](https://www.roverdoneover.net)**, one of the more high-end successful pet grooming companies.

The 7 trends in these jobs are:

1. 22% of restaurants and retail do not appear that they will be able to reopen.
2. Hotel usage is off 60% to 80%.
3. Data Centers are up about 21% in their economic continuing growth.
4. Unemployment in financial services has only increased from 3% to 5.4%, whereas most industries like hotel and retail have furloughed or unemployment figures off from 20% to 50%.
5. Jobs can be found overseeing foreclosures and properties being taken back by lenders as special assets. PNC announced recently that \$1.5 billion dollars worth of loans a month are being re-characterized as special assets and the loan portfolio could be 20% special assets by December.
6. Cleaning and environmental firms are helping hundreds of thousands of companies reopen and stay open.
7. Some governmental agencies are hiring to disburse the **\$9 billion dollars** from the Federal Economic Stimulus CARES Act awarded to the State of Florida and its local governments. Hillsborough's Rapid Response Recovery Program, which is the \$100 million dollar recovery program, is underway. You can call the county at the **Rapid Response Recovery Hotline** and subscribe to their newsletter on that website at **hillsboroughcounty.org**. The R3 Program contact number is **813-204-9267**. For volunteering and maybe paying jobs, you may want to call Feeding Tampa Bay at **813-254-1190**, or visit the website at **feedingtampabay.org**. Another food supply charity is **PCS**. **Bristol@PCSB.org** or **727-565-3930**. Metropolitan Ministries shelters for families is at **813-209-1034**. Another important COVID-19 charity is **Community Foundation of Tampa Bay** at **[CFTampaBay.org/rapidresponse](https://www.CFTampaBay.org/rapidresponse)**, which has put out over \$1 million dollars in charitable efforts.

DON'T MISS THESE ZOOM MEETINGS!

<https://zoom.us/j/454980992> Meeting ID: 454 980 992

AUGUST

GENERAL MEETING

First Thursday of every month
9:00 am

REBUILDERS MEETING

After General Meeting,
first Thursday of every month
11:00 am

THURSDAY TRAINING WORKSHOPS – EVENING

Third Thursday of every month
5:15 pm



Bill Eshenbaugh ALC, CCIM

Founder & President
Eshenbaugh Land Company



Abby Kohut

Speaker, Author
and Job Search Guru
Absolutely Abby



Larry LaBelle

Owner/CEO
Win a Job Fast
Training Topic:
"Acing the Interview"

SEPTEMBER

GENERAL MEETING

First Thursday of every month
9:00 am

REBUILDERS MEETING

After General Meeting,
first Thursday of every month
11:00 am

THURSDAY TRAINING WORKSHOPS – EVENING

Third Thursday of every month
5:15 pm



Stevens Tombrink CCIM

Managing Director - Tampa
LandQuest Commercial
Real Estate Services



Suzanne Ricci

Chief Success Officer
Computer Coach IT Training
Training Topic: "How to
Stand Out in Job Search"

OCTOBER

GENERAL MEETING

First Thursday of every month
9:00 am

REBUILDERS MEETING

After General Meeting,
first Thursday of every month
11:00 am

THURSDAY TRAINING WORKSHOPS – EVENING

Third Thursday of every month
5:15 pm



Nancy Surak ALC, CCIM

Managing Broker
Land Advisors Organization



Bob Saxon

Father of All Career Ministries
Training Topic:
"Achievement Based Resumes"



In the fall of 2008, when commercial real estate was tanking FAST, Ron Weaver invited seven or eight CREW Tampa Bay Past-Presidents and Board members to a join him for a meeting at GTAR (Greater Tampa Area Realtors), including then CREW President, Brenda Dohring. That first meeting at GTAR evolved into a terrific volunteer-led organization known as Real Estate Lives. It was the beginning of a relationship among all commercial real estate folks enduring a devastating economic downturn and significant loss of jobs. Many were "Rebounders" (unemployed), but just as many were real estate leaders and business owner volunteers, who suddenly had more time on their hands than they liked. From this strife, a grassroots model of community challenge-resolution and re-tooling was born.

Fast forward to today: Recognizing the legacy REL has become for CREW Tampa Bay, this year's Board stepped up big time in its generosity of giving. The mission of CREW Network is to transform the commercial real estate industry by advancing women globally. What better way to support the advancement of women in commercial real estate than by providing emotional support, training, and assistance in finding a new position after the loss of a job?!

Real Estate Lives would like to extend its **SINCEREST THANKS** to CREW Tampa Bay for its generous donation and continued support of promoting Tampa Bay area women in our industry!

SMALL GROUP FORUM - Every Tuesday, 11:30 am to 1:30 pm
led by Gregory L. Morgan.

THANK YOU TO OUR SPONSORS!

YOUR LOVE HONORS OUR MISSION!

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 Gregory Morgan
 Harvey & Cecille Parido
 John Boudreax
 Julia Silva
 Kelmac Properties
 Larry Richey
 Leigh Young
 Lesli Hartnett
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DONATE TO REAL ESTATE LIVES

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Real Estate Lives is very thankful for any and all donations! It is the love and generosity of others that has helped our organization offer so many services to the Tampa Bay community free of charge since 2008.

BY CHECK

Please make check payable to Real Estate Lives, Inc. and mail to:

Real Estate Lives, Inc.
c/o Jan Chaffee
3801 Shore Boulevard
Oldsmar, FL 34677

DONATE ONLINE



click graphic to donate

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