

# REAL ESTATE LIVES NEWS

Helping Professionals From All Backgrounds Rebound and Rebuild Their Lives

## 12<sup>TH</sup> ANNUAL PANCAKE BREAKFAST



**NOVEMBER 5, 2020  
8:00am – 9:30am**

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

Our 12th Annual Pancake Breakfast will ZOOM you into a virtual event you will not want to miss!



**WATER STREET TAMPA UPDATE**

**Keynote Speaker**

**David Bevirt**

Executive Vice President  
of Corporate Leasing & Strategy  
Strategic Property Partners

## 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.

## 12<sup>TH</sup> ANNUAL PANCAKE BREAKFAST "ZOOMCAKES" AND CHRISTMAS PARTY

**Our 12th Annual Pancake Breakfast will ZOOM you into a virtual event you will not want to miss!** Please join us at 8:00am - 9:30am on Thursday, November 5, 2020!

We'll reflect on our accomplishments in 2020 and then ZOOM ahead to the future! Our keynote speaker, **David Bevirt**, will give an update on Water Street Tampa, one of the largest mixed-use developments in the country!

How's your pancake knowledge? Brush up, because we're going to have "Pancake Trivia" and pancake giveaways throughout the program!

Live Zoomcakes will pop up, so watch closely! "BYOP" to the table (maybe your computer stand). Trivia games will be sporadic and there are prizes for the winners! **The first 100 people**

**that register and attend** will receive a **\$20 gift card** from **Goody Goody!** Have you EVER had one of their gigantic pancakes? Now you have a chance to get a free one!

Real Estate Lives' **Annual Christmas Party**

is in the planning stages and will be announced soon.

Be sure to **SAVE THE DATE** as soon as it is announced!

We hope to see you there in your Christmas regalia!

**REGISTER TODAY! LINK BELOW**

<https://reлтampa2020pancakes.eventbrite.com>



**GOODY  
GOODY**

FAMOUS  
HAMBURGERS

**RECEIVE A \$20  
GOODY GOODY  
GIFT CARD**

**First 100 people to register and  
attend the entire Pancake Breakfast.**

# 12TH ANNUAL PANCAKE BREAKFAST GUEST SPEAKERS



**Keynote Speaker  
David Bevirt**  
Executive Vice  
President of  
Corporate Leasing  
& Strategy  
Strategic Property  
Partners



**Bob Rohrlack**  
President & CEO  
Tampa Bay Chamber



**Paul Tash**  
Chairman & CEO  
Tampa Bay Times



**Bill Carlson**  
President,  
Tucker/Hall  
Tampa City  
Council Member



**Dr. Jessica  
Stahl**  
Owner  
Ignite Results LLC



**Ryan Toth**  
President  
The Beck Group

## 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 1:00 pm via Zoom.

Zoom conference call, led by Gregory L. Morgan.

**Mark your calendars for the 600th Small Group Forum – February 23rd!**

2

### **GENERAL MEETING (FREE)**

First Thursday of every month, 9:00 am via Zoom with special guest speakers, starting at 10:00 am.

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 Rebuilders 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: **Kin Cook** and **Joe Jones**!

“ I started about 7 months from when I was laid off. The job search took longer than expected, but it paid off in the end. You are among the people I wanted to thank for the advice/knowledge and support through this process. ”

**Roselle – 9/10/20**

## **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!**





**11<sup>TH</sup> ANNUAL - 2019  
PANCAKE  
BREAKFAST**



Real Estate Lives had its 11th Annual Pancake Breakfast last year at the Barrymore Hotel, where there was record attendance. We honored and remembered our beloved Jack Brubaker and Sara Sneen and recognized all the volunteers and sponsors for 2019!





## MESSAGE FROM THE PRESIDENT



**Gregory L. Morgan**  
President of  
Real Estate Lives

**So it's been 13 years now.** Real Estate Lives was created initially to help real estate professionals get back to work after the 2008 economic collapse. Over time, we have become a much broader organization. Real Estate Lives helps all people get back to work. All professions. All age groups. All specialties.

Until March of this year, the economy was rather fruitful, and there were still always people who found themselves in transition. We were also quite mindful that this had been a long eight-year sustained recovery and wouldn't last forever. Real Estate Lives would be here ready for the next downturn. And then it happened!

Loving one another as ourselves. Simply being there when others are down and out. I think that's it in a nutshell. The volunteers of Real Estate Lives simply keep abreast of what's happening and attempt to connect others

who find themselves between opportunities. Connect to knowledge. Connect to education. Connect to people and companies.

I think it's all we can do. What I've noticed for sure over the years is that the volunteers with Real Estate Lives continue to provide these loving connections on a regular basis.

And you are all volunteers. Those who contribute money. Those who contribute time. Those who contribute wisdom. You are all volunteers.

When an individual has been recommended from Real Estate Lives, please meet with them. Encourage them. Give them some direction. Love them.

***"And in the end, the love you take is equal to the love you make."***

- John Lennon and Paul McCartney.

**To all our volunteers...**

**We thank you.**

**We appreciate you.**

**We love you!**

**Gregory L. Morgan**  
[gregorylmorgan@gmail.com](mailto:gregorylmorgan@gmail.com)  
[linkedin.com/in/gregorylawtonmorgan](https://www.linkedin.com/in/gregorylawtonmorgan)  
(813) 334-4734

**“Greg Morgan, moderating from the REL side and Joe Jones organizing the Transition Masters sessions have made it a pleasant experience for me in my pursuit of new employment. I have learned a lot of new things in the past 8 weeks and they should both be commended for the positive impact they have on so many people in situations like myself.”**

**Michael – 9/15/20**

## ANNUAL JACK BRUBAKER JR. GOLF CLASSIC CAN'T WAIT TO SEE YOU NEXT MARCH!

**MARCH 1, 2021**



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

# 3 PROVEN WAYS TO STAND OUT ON LINKEDIN DURING COVID-19



**Suzanne Ricci**  
Chief Success Officer  
Computer Coach

**When it comes to LinkedIn**, most people know the basics. Have a professional photo, a keyword-rich headline, etc. They don't know that there are three strategies you can start using today to get people who aren't in your network to notice you.

**Tip 1:** Strategically comment on posts of second or third connections. We get notified when someone in our network engages with a post. Start taking the opportunity to write comments that allow for conversations with the author or others. People are sure to read your comment, wonder who you are, and start sending you connection requests.

**Tip 2:** We all have people in our network with large numbers of connections.

Strategically ask these people questions or engage with them using the @Mention. Everyone likes to get noticed. Using this technique, you can come up in the news feed of their connections.

**Tip 3:** On LinkedIn, you can follow hashtags. Content that uses the hashtags you follow may come up in your newsfeed, regardless of if you are connected to the author. Using relevant hashtags on your posts can help your posts come up in newsfeeds of those you aren't connected with. Using five hashtags or less per post is considered ideal.

Job searching on its own can be difficult, add in an international pandemic and the search just got much more difficult. Start using these three strategies, so you can stand out and get more eyes on your LinkedIn profiles.

**Suzanne Ricci**  
[LinkedIn.com/in/SuzanneRicci](https://www.linkedin.com/in/SuzanneRicci)

## ADVICE FROM SUZANNE RICCI

**One of the tips I like the most, which most people don't ever think of or know about...**

Associations, meetups of all topics, and other groups use Slack to communicate with members. Some of these channels are open to the public. Within these channels, many members will post hidden job opportunities at their companies that will never be publicly advertised.

E.g. If you are a UX designer or a Project Manager, look in Slack for these types of channels. Start following, engaging, and uncovering hidden job opportunities. Good luck in your job search.

**CHECK OUR JOB BOARD FOR OPPORTUNITIES**  
[realestatelives.org/jobs](https://realestatelives.org/jobs)

# THE POWER OF EXPLORING YOUR NETWORK



**Lou Ricca, ABC**  
Helping Others  
Make the Most of  
Their Communication  
Opportunities

**Have you heard the expression "dive deeper"?** This term has earned some buzz in business and the culture. I am sure it is used by consultants regularly.

Its essence does have relevance to your job search. The term means to review or consider a thread in your personal or work life a little more closely, such as networking.

In the job search ministry I support at my church, our attendees regularly ask about networking. Nearly every speaker shares some kind of networking advice.

I am suggesting a simple idea: take a deeper dive into the network you have right now. A book I recently read reiterated the point of not being simply a networker. A networker can remain at the surface, collecting business cards and names.

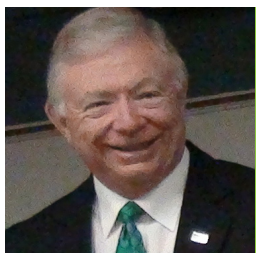
What you are striving for is to be a relationship builder. One way to begin is to look closer at your network. Find those who are your disciples, advocates and who believe most in you.

The list should be small, probably two to four people. Reach out to them regularly and schedule 15-20 minute phone calls. That is enough time to gain advice on connecting with others, next steps in your career, additional resources and practical words of wisdom. Since these people know you best, they can help best direct you to what you need to do.

This is how you take a deeper dive into your network. It begins with what is the hardest step for some... **You ask for help.**

**Lou Ricca**  
[linkedin.com/in/louricca](https://www.linkedin.com/in/louricca)

# THE POWER OF HABITS



**Joe H. Jones**

Founder,  
Transition Masters  
[transitionmasters.org](http://transitionmasters.org)

**In today's society**, where economic opportunities have never been greater, regardless of race, color, creed, age, sex or sexual orientation – why is the financial gap between the wealthy and the poor so large?

In 2012, net assets of the wealthiest 1% rose nearly 20%, whereas net assets of the remaining 99% rose 1% in comparison. This became a hot topic in our country and a main focus of the government in 2014. The government refers to this as "income inequality." President Barack Obama referred to the widening income gap as the "defining challenge of our time."

What are the differences between people with wealth (net assets over \$1,000,000) versus those in poverty (annual income less than \$23,050 for a family of four or \$11,540 for a single person)?

Is it simply wages? Studies have shown that an increase in wages is followed by an increase in spending by those receiving wage increases – which typically results in zero net gain!

Are people just lucky and born into wealth? In a national study conducted by the Rich Habits Institute, 85% - 88% of American millionaires are self-made first generation rich. This means that most wealthy people didn't inherit their wealth. In fact, 58% of Americans will spend at least one year of their lives between the ages of 25 to 75 below the poverty line (including people who eventually become wealthy).

Is it that some people are genetically predisposed to be wealthy and some have poor genes? Well, in my family, there are five children. One child has become incredibly wealthy and another child is incredibly poor –

same family gene pool, same parents – different outcomes. And we must be pretty typical because everyone is trying to keep up with us! (The Joneses that is).

One of the reasons for the financial gap in America is caused by differences in the behavior. Habits are behaviors that become automatic. I find it interesting to look at the habit differences between the wealthy and the poor to prove my point... that the differences are to some extent, habit based. The following information is from the Rich Habits Institute (<https://richhabits.info/>).

**70% – Eat less than 300 junk food calories per day. 97% of poor people who eat that much or more.**

**80% – Are focused on accomplishing some single goal. Only 12% of the poor do this.**

**76% – Exercise aerobically four days a week vs. 23% of poor.**

**63% – Listen to audio books during their work commute vs. 5% of poor.**

**81% – Maintain a to-do list vs. 19% of poor.**

**70% – Parents make their children volunteer 10 hours or more a month vs. 3% of poor.**

**88% – Read 30 minutes or more each day for education or career reasons vs. 2% of poor.**

**6% – Say what's on their mind vs. 69% of poor.**

**79% – Network five hours or more each month vs. 16% of poor.**

**67% – Watch one hour or less of TV every day vs. 23% of poor.**

**6% – Watch reality TV vs. 78% of poor.**

**74% – Teach good daily success habits to their children vs. 1% of poor.**

**84% – Believe good habits create opportunity vs. 4% of poor.**

**76% – Believe bad habits create bad luck vs. 9% of poor.**

## TRANSITION MASTERS

Teaching job search  
presentation skills

[transitionmasters.org](http://transitionmasters.org)

Are these statistics meant to degrade people who are poor? Not at all. Do they imply that poor people should be more like wealthy people? No. These statistics simply demonstrate some of the habits that have helped the wealthy become wealthier and the poor remain poor; resulting in the ever widening "income inequality" gap.

The key to our successes and our failures are rooted in our habits. Success in our work, in our relationships, and in how we communicate with the world are all based on the "good" and "bad" habits we choose. Soooooo..... When it comes to success .....You either "habit" or you don't!

**Joe H. Jones**

[joejones@tampabay.rr.com](mailto:joejones@tampabay.rr.com)

[linkedin.com/in/joejhjones](https://www.linkedin.com/in/joejhjones)

“ I have the job!  
Thank you for the  
tips re: the company's  
financial statements.  
Thank you for hanging  
with me through my  
frustration, guiding,  
and coaching me.  
I couldn't do it  
without you!! ”

**Misa – 9/04/20**



# DARE TO DISRUPT: CONFESSIONS OF A DISRUPTIVE THINKER



**Kevin Miller**

Founder & Lead  
Facilitator  
BestU Life

## There are two types of disruptive thinkers, destructive and constructive.

Destructive disruptors create problems. Constructive disruptors create new solutions. I'm a disruptive thinker, the constructive type. I make this confession proudly and without shame. I'm aware my thinking is not always popular. My aim is much higher than being popular. In a culture pushing for conformity, like a salmon in an icy Alaskan river, I intentionally swim upstream. The greatest insult I can imagine is being accused of being average. I don't get out of bed each day to be average. I live to show up and make a positive difference.

If you want to stand out and make a difference, I dare you to become a disruptive thinker. It starts with a level of discontent about how things currently are. Once I've identified a failed, failing or unsustainable existing issue or process, I begin my disruptive thinking process:

1. **Discover the real problem that needs to be solved.** Many current solutions are solving the wrong problems.
2. **Observe what's working and what's not.** Start with what you have.
3. **What could and would a different answer to the problem look like?** Paint a new sharable solution.
4. **Begin simplifying the big problems and obstacles.** Categorize problems into a few big-boxes.

## 5. Consider completely different ways to solve each of the big-box problems.

Avoid trying to solve the whole problem with one solution. Disruptive thinking requires nuanced answers.

## 6. Pursue progress, not perfection.

Perfection is not the goal.

## 7. Try, test, retest and adjust as necessary.

Learn from what works and what doesn't. Start small if necessary, but try it, test it. Allow time to iterate.

## 8. Once I'm confident my disruptive solutions can make a positive, constructive difference, I begin selling it to others.

Display confidence with humility as you push through the push back.

Not everyone is or will ever be a disruptive thinker. If you're one of the disruptors, join me in continuing to disrupt. The world needs us to push for new and better ways.

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[@kevinamiller](https://www.linkedin.com/in/bestu)  
[linkedin.com/in/bestu](https://www.linkedin.com/in/bestu)  
[bestu.life](https://www.bestu.life)

“Thank you again for your efforts and time. I credit you all with making me the best candidate and always able to put my best foot forward in interviews - it definitely got me the job at Citi.”

Cynthia – 9/16/20

## UPCOMING EVENING TRAINING EVENTS

5:30pm to 7:00pm

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

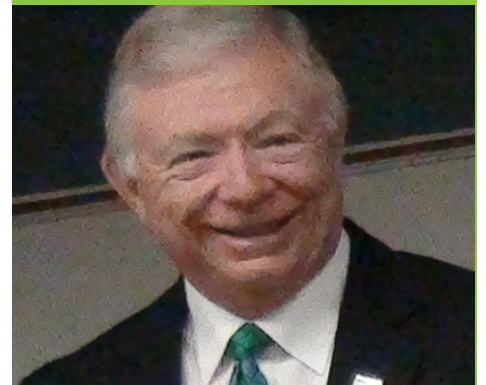
Arrive at 5:15pm for networking!



**NOVEMBER 19, 2020**  
**Compensation Negotiation**

**Kin Cook**

Coach, Transition Masters



**DECEMBER 17, 2020**  
**Looking Good On Zoom**

**Joe Jones**

Founder, Transition Masters

# THANK YOU TO OUR SPONSORS!

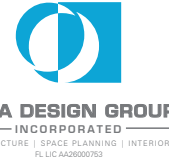
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## DONATE TO REAL ESTATE LIVES

TAX ID#: 27-3555472

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. For questions or more information contact **Jan Chaffee** at [jchaffee@jccommercialbrokers.com](mailto:jchaffee@jccommercialbrokers.com)

### 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

### TAX-EXEMPT INFORMATION

Real Estate Lives is a nonprofit corporation recognized by the IRS as a tax-exempt 501(c)(3) organization. Gifts to which may be deductible as charitable contributions for federal and state income tax purposes, as permitted by law. Please consult your tax advisor regarding the deductibility of your contribution.

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