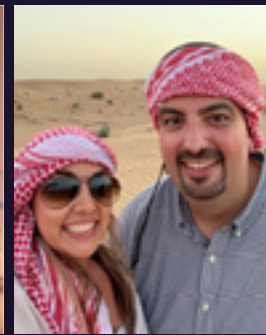




YPN GLOBAL CONGRESS

DUBAI WORLD TRADE CENTER

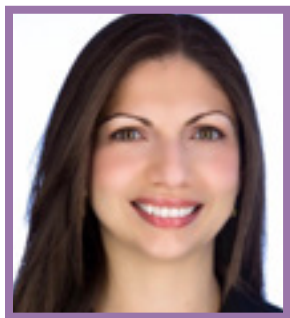
February 14, 2023



FloridaRealtors®



MIAMI
REALTORS
YPN



Event MC

Katherine Arteta

President - MIAMI YPN

10:30 – 10:40

Welcome Address by YPN Congress Presidents (Opening Remarks)



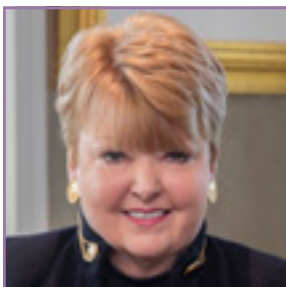
Dawood Al Shezawi

President of the Int'l
Property Show, IPS,
PNP, Invest in Dubai



Katherine Arteta

President of Miami
Young Professional
Network (YPN)



Teresa King Kinney

CEO, Miami
Association of
Realtors®

10:40 – 11:00

Creating the Right Mindset for Business & Luxury Sales Success

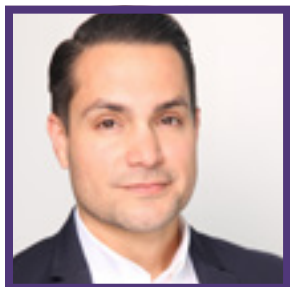


Michael LaFido

Founder & CEO - Luxury Listing Specialist Designation (LUXE)

11:00 – 11:20

Developers & Developments



Ruben Sanchez

YPN Miami Board Member

MODERATOR



Pina Armentano

"La Dama Del Real Estate"



Claudia Patricia Eusse

VP of Sales - Aria Reserve Miami - The Melo Group

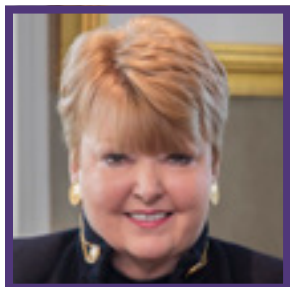


Dr. Mahmoud Al Burai

President FIABCI-Emirates

11:20 – 11:35

Commercial Investment Opportunities



Teresa King Kinney

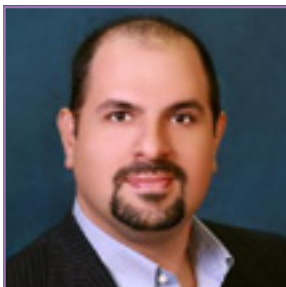
CEO | MIAMI REALTORS®

MODERATOR



Jennifer M. Forbes

President MIAMI COMMERCIAL



Lorenzo Perez

President-elect MIAMI COMMERCIAL

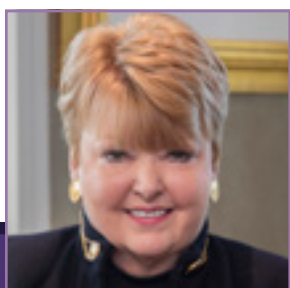


Eddie Blanco

President MIAMI RESIDENTIAL

11:35 – 11:45

Featured International Market



Teresa King Kinney

CEO, MIAMI REALTORS®

11:45 – 12:00

Master & Multiply: Master Your Brand & Multiply Your Business:



Bianca D'Alessio

Nest Seekers Int'l | The Masters Division | Founder

12:00 – 1:15

Networking Break/Lunch

1:15 – 1:30

MIAMI TRILLONAIRE LIFE “THE CHOSEN CITY”



Pina Armentano

“La Dama Del Real Estate”

1:30 – 1:50

Powerful Women in Real Estate

MODERATOR



Margy Grant

CEO
Florida REALTORS®



Katherine Arteta

President of
MIAMI YPN



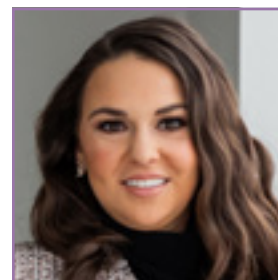
Gabriela Schneir

VP of AMESI



Vanessa De Soza

President
FIABCI-India



Bianca D'Alessio

Nest Seekers Int'l
The Masters Division |
Founder

1:50 – 2:10

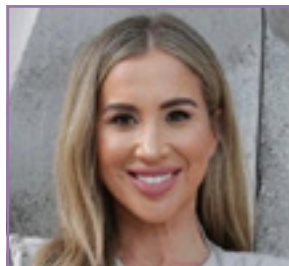
Tapping into the Power of Social Media

MODERATOR



**Dania
Diaz**

MIAMI YPN
President-elect



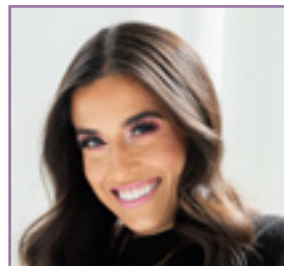
**Bethany
Martinez**

Past President of
MIAMI YPN



**Megan
Probst**

Broker Associate,
The Probst Group,
Compass



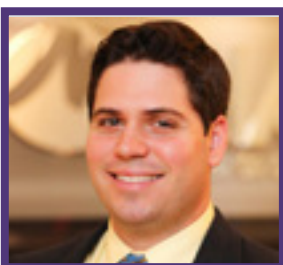
**Christina
Carmona**

Founder Island to East
Side + Studio ITES

2:10– 2:30

Why Invest in Latin America

MODERATOR



**Kevin
Puricelli**

Miami YPN Executive



**Gennaro
Casareto**

CILA Jovenes - Perú



**Camilo
Villa**

CILA Jovenes - Colombia



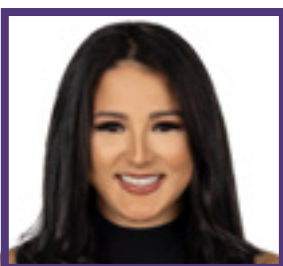
**Lidsey
Cantillo**

CILA Jovenes - Costa Rica

2:30 – 2:50

The Power of Referral Networks

MODERATOR



**Karen
Gomez**

YPN Miami Board
Member



**Darnell
Aponte**

YPN MIAMI
Board Member



**Simo
Labriti**

YPN MIAMI
Global Chair



Peter Leon

President at Everest
Global Real Estate LLC
Global Chair

2:50 – 3:10

Legends & Millennials



Katherine Arteta
YPN MIAMI President
MODERATOR



Alfredo Pujol
BROWARD-MIAMI
President



Alexandre Worthington
YPN, Gainesville, FL



Justine Jimenez Garcia
MIAMI RESIDENTIAL
President-elect



Mike McGraw
President, Florida
Realtors®

3:10 – 3:30

Networking Break

COMPETITION & AWARDS

3:30 – 3:45 Most Creative Influential Professional Leader

3:45 – 4:00 Most Innovative Professional Group

4:00 – 4:15 YPN Leader of the Year

4:15 – 4:30 Best Property Startup in UAE

4:30 – 4:45 Award Ceremony

4:45 – 5:00 Closing Remarks



Katherine Arteta | President - MIAMI YPN

Katherine Arteta is the Branch Manager for Luxe Properties Pembroke Pines. She has over 17 years of sales & management experience, 8 being in the real estate industry. Her need to be fully involved in all aspects of her career led her to get involved in leadership with the Miami Association of Realtors. Here she can directly impact decisions concerning homeowner rights and provide education for agents. Her involvement has been the following: 2020-present YPN Leadership Board, 2020 YPN Educator of the Year, 2021 YPN Broward Chair, 2022 YPN President-elect, 2020-2023 FL State Director & a proud RPAC Sterling R Major Investor. Katherine is currently on the Florida Realtors Communications committee & the National Association of Realtors Land Use Property Rights and Environment Committee. Believing you must always be growing and bettering yourself she continuously looks for the right certifications that will help enhance her clients experience. She currently holds the Short Sales and Foreclosure Resource certification, Seller Representative Specialist certification & C2EX certifications by the National Association of Realtors. Katherine loves getting involved in her community. Her past community involvement includes being a

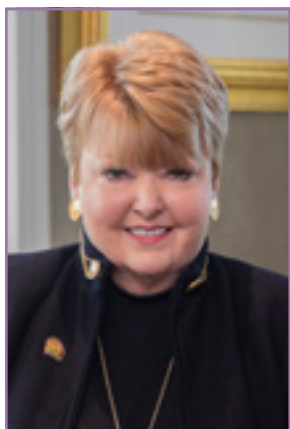
wish granter for Make a Wish, volunteering in the Radio Lollipop program at Nicklaus Children's Hospital and a past board member for the Miracle Society of Big Brothers & Big Sisters.



Dawood Al Shezawi | President of the Int'l Property Show, IPS, PNP, Invest in Dubai

Mr. Dawood Al Shezawi is a seasoned Emirati Businessman, holding a Bachelor's of Science Degree in Industrial Engineering Technology from the Central Michigan University. Over the years his major contributions to economic and conferences sectors have been iconic. He is the mastermind behind Strategic Holding - a conglomerate that has successful operations in the Exhibitions, Conferences, Events and Marketing industries.

Mr. Dawood is a man of personal integrity and high ethical standards, with the ability to maintain organizational balance through his strategic business vision. Mr. Dawood speaks English and Arabic fluently.



Teresa King Kinney | CEO, Miami Association of REALTORS®

Teresa King Kinney is Chief Executive Officer of the Miami Association of Realtors (MIAMI), Teresa King Kinney is CEO of the 60,000-member Miami Association of Realtors (MIAMI), the largest local Realtor® Association in the U.S. and second largest in the world. MIAMI is celebrating 102 years of service to the industry, the public and the community.

The Association has been a leader in global marketing for nearly 30 years, has agreements with 230 international organizations, has exhibited at many global events worldwide, and hosts an annual Global Real Estate Congress.

King Kinney has been CEO for the Association for nearly 30 years and she and the association have received many awards locally, nationally and internationally.

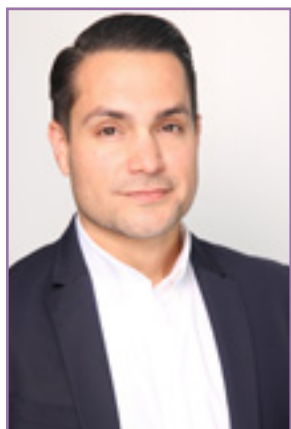


Michael LaFido | Founder & CEO - Luxury Listing Specialist Designation (LUXE)

Michael LaFido is a real estate consultant and top-producing Realtor with over twenty years of experience in the real estate industry. Michael's marketing has been the featured cover story in Crain's Chicago Business and highlighted in Forbes and FOX News Chicago Business Hour. He is also the author of the books "Luxury Listing Specialist", "Outside The Box", and "Marketing Luxury".

Throughout his career, Michael learned the importance of high-caliber marketing versus "traditional marketing", which has become pivotal to his success. Over the past twenty years, LaFido and his team have developed a method that takes a more comprehensive, and proactive approach when positioning and marketing a home.

Michael, the founder of the Marketing Luxury Group, assisting other real estate agents, brokers, and affluent home-owners by providing top-tier services including consulting, lifestyle marketing, public relations and coaching to help agents and owners sell their luxury homes; utilizing proven and innovative strategies. The Marketing Luxury Group has been recognized as the 'Best Property Consulting/Marketing' in 2018 by the International Property Awards.



Ruben Sanchez | YPN Miami Board Member

Ruben Sanchez, CIPS, is the principal of DoMi Real Estate Advisors in Miami, FL and Tulum, MX. For the past 15 years, he has focused his practice on wealth creation and preservation through real estate and financial planning. His practice has grown to markets in Latin American, Asian and Europe, with extensive experience and knowledge in new luxury developments, foreign investments and tax-free legacies.

Ruben chairs the Real Estate Council for the MDGL Chamber of Commerce, is a member of the Young Leaders Group with the Urban Land Institute, and is on the Young Professionals Network's Board for Miami Realtors.



Pina Armentano | "La Dama Del Real Estate"

PINA "La Dama del Real Estate" CONQUERS THE REAL ESTATE MARKET IN MIAMI and The World WITH HER ONLINE REAL ESTATE TV PROGRAM "VIVA FLORIDA" Born in Buenos Aires, Argentina from Italian parents with a vast and successful career as a producer, entertainer and international real estate Advisor, TV Host and Real Estate Specialist Pina "La Dama del Real Estate" is in Miami, fulfilling a busy professional schedule and personally serving investors and buyers of developments in Miami and the World. Since 1993, Pina bet in MIAMI as a city in constant change and development, with an evolution that today has made it the Cosmopolitan center it is. Pina's unique vision and the charisma that characterizes her have earned her an essential role in the flow of real estate information in the Latin American market. She has reached audiences through programs such as Miami con Pina, Viva Florida on E! Entertainment Television Latin America reaching more than 25.000.000 million viewers in Latin America and Brazil in Portuguese, and, more recently, Viva Florida Real Estate and Luxury Lifestyle online TV shows. promoting the most prestigious Real Estate developers from Florida, Panama, Argentina, Costa Rica, Mexico, Belize, and Uruguay through

E! Entertainment Television Latin America. In addition, this successful host was recently on the cover of the important Real Estate Magazines of Europe Latin America and USA. Pina has been recognized worldwide as an Ambassador of the city of Miami on several occasions and has almost 30 years of experience in international real estate. She has interviewed the world's most influential real estate developers, including President Donald Trump and many top celebrities as Sharon Stone, Depack Chopra among others.

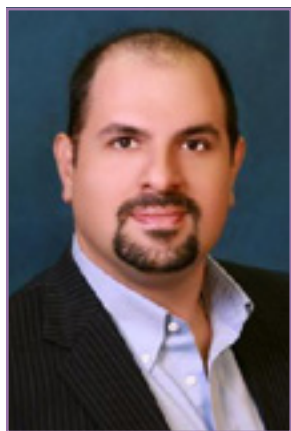


Dr. Mahmoud Al Burai | President FIABCI-Emirates

Mahmoud AlBurai is currently serving as President of FIABCI Emirates and senior advisor in Dubai Government mandated to work on a plan to make Dubai more competitive. Mahmoud leads Middle East Cities Centre at the American University in Dubai working on research and development related to field of sustainability and competitiveness. He is also Chairman of UNDRR ARISE network in the UAE and Director of Middle East Cities Center at the American University in Dubai. Before this role Mahmoud has served as the CEO of Dubai Real estate Institute for 10 years in which the institute graduated 80,000 real estate professionals from the region. He was chosen in 2021 as one of 10 City Changers by the World Urban Campaign of the UN recognizing his role in lobbying stakeholders to advance SDGs and deal with climate change.

He is also the Vice President of International real estate federation, FIABCI Arabic Countries since 2016, Chairman of FIABCI Emirates and sits on the board of International Real estate Federation, the world largest global real estate network of more than 1.5 million associate members. Before that he served on the board of International Real estate Society (IRES) for 5 years and the board of National Association of Realtors(NAR), 1.3 million member real estate network based in Chicago for the years 2019-2020.

He served as the Chairman of UN Global Compact UAE from 2015-2020 and represented MENA region in UN Global Compact advisory board for 2016-2018. In his role as UN Global Compact MENA representative led many SDG's driven initiatives. He started youth ambassadors programs in seven UAE universities recruiting over 150 youth, train them to help businesses become more sustainable. He also led establishing Women empowerment principles platform in the UAE with 60 companies signing on WEPS



Lorenzo Perez | President-elect MIAMI COMMERCIAL

With over 20 years of experience as the Founder and Principal Broker of Premier International Properties – which sells, manages, and consults on both commercial and residential property primarily in the South Florida area and throughout the state of Florida. Lorenzo is a multilingual professional with a unique global cultural orientation enhanced through travels across North and Latin America, the Caribbean, Europe, and Asia. This allows him to connect with clients on a personal level and use his proven negotiating skills to bring successful outcomes – demonstrated through his closure of over \$290M in deals to date. Lorenzo's high rate of customer satisfaction, repeat business, and consistent referrals exemplify his higher level of integrity and service.

Not one to shy away from opportunities to network and collaborate, Lorenzo is a member of several organizations, including the Miami Realtors Commercial and Miami Association of Realtors. Lorenzo is also a Certified Commercial Investment Member (University Fast Track Member) and serves as Committee Chair of the Florida International University Hollo School of Real Estate Board. Additionally, being the President-Elect for the Commercial Board of Governors at the Miami Association of Realtors. He has also moderated as well as sat on numerous Real Estate informational panels throughout his career.

Outside of his professional life, he is actively involved in philanthropic drives. He volunteers with the United Way Miami Wine and Food Festival and Camillus House and takes part in an annual 4-day medical mission to Mindo, Ecuador. He is married to Kristine Lubian Perez, has three boys, and resides in Coral Gables.



Claudia Patricia Eusse | VP of Sales - Aria Reserve Miami -The Melo Group

Connection & Creativity – These are the hallmarks of Claudia Patricia Eusse’s unique real estate approach. It is a direct reflection of her own fascinating and diverse career background – winning the Title for Colombia as “Queen of The Sea International” in the city of Miami Beach Florida in 1995.

She has also to her credit, work as a TV Hostess News Anchor, Jewelry Designer, Philanthropist, Beauty Industry and educator. After numerous successes in these fields, Claudia Patricia began her real estate journey at Cervera Real Estate from 2006 through May 2014. In June, Eusse joined 2014 RelatedISG with the Luxurious Master Plan of Paraiso Bay on East Edgewater in Miami; In May of 2021, Claudia Patricia and her team ‘ The Eusse Group joined the luxurious project “ARIA RESERVE MIAMI” by The Melo Group. She has successfully sold out Pre-construction projects such as Paraiso District, LandMark at Doral, Coronado, Reserve, Quantum on the Bay, and other luxury residential properties in high-profile South Florida communities. Her most recent project was Veer Towers in Las Vegas, Nevada – a project with a build out of 10.6 Billion Dollars in the heart of City Center Las Vegas. In her role with this

project, Claudia was appointed International Sales Executive for her expertise in the glamorous market of elite condos and mansions.

Claudia Patricia was born in Colombia, and was raised in California, though she has been a long-time resident of South Florida since her college days. She has a degree in Arts with a concentration on Journalism from Miami-Dade College, studied broadcast journalism at Florida International University, has degree Beyond Strategy Planning at Harvard Business School of Professional’s and Quantum University in Hawaii. . Claudia Patricia is also a member of the Miami Association of Realtors, and holds special training in Buildtopia, E-condo, Dubai Real estate Specialist C21 UAE and Builders CMS. Fluent in Spanish, English and gives Portuguese presentations.



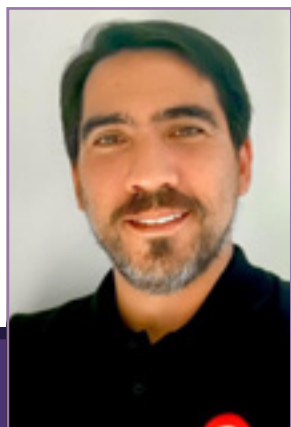
Jennifer M. Forbes | President - MIAMI COMMERCIAL

Jennifer is a Miami native and third generation Realtor with over 34 years of experience in Florida providing brokerage and advisory services related to all asset classes in CRE including acquisition, disposition, and redevelopment. The firm has evolved to offer strategic planning, due diligence, site analysis, building analysis and architecture and construction services.

Prior to establishing Commercial TeamMates 16 years ago, Jennifer lead positions in property management and leasing with leading master planned community and commercial property developers in Miami, Naples and Orlando, Florida and represented commercial property owners and tenants. She lead merchandising, business development training, conducted site selection and construction project management for the Shula’s Steakhouse restaurant chain. She is President of the Miami Realtors Commercial Board. She serves as a State Director, Commercial Alliance Committee member, Diversity Committee member and Global Business Committee member for the Florida Realtors. She also serves as National Director for the National Association

of Realtors, Leading Edge Advisory Board, and the Commercial Committee.

Jennifer volunteers for a non-profit in the South Florida community. She is an active board member of the Junior Orange Bowl and is a former chair, now committee member, of The Creative Writing Competition which empowers the youth to pursue multi-cultural experiences. She is married to John; who is the principal, lead architect, and general contractor at Forbes Architects & Forbes Construction. They have two daughters. She is fluent in English and Spanish.



Genaro Casareto | CILA YPN - Perú

Gennaro Casareto is the CEO of Vista Inmobiliaria with 15 years of experience servicing clients in Peru and the United States. He is a member of NAR and ASPI and was past president of the young professionals of ASPAI and is a coordinator for CILA Jovenes. Gennaro is focused on continuing to build networks aimed at improving the experience of his clients int the real estate market.



Bianca D'Alessio | Nest Seekers Int'l - The Masters Division - Founder

Born and raised in New York, Bianca currently manages over \$10B in pipeline and active new development sales inventory for Nest Seekers International. Founder of The Masters Division and Managing Director for Nest Seekers Development Marketing, Bianca has brought to market and successfully sold over 40 new construction condominium developments across Manhattan, Brooklyn, Queens, Westchester, the Hamptons and International markets.

Prior to her career in Real Estate, Bianca was traveling around the world and later transitioned into a non-profit position, focusing on leadership development, communication, and behavioral training workshops for women across the United States. As an avid volunteer and advocate for women, Bianca regularly facilitates workshops in New York on topics such as opening a bank account, establishing and using lines of credit responsibly, household budgeting and navigating the financial aid process. She also serves on the Alumni Advisory Board for her alma mater, Babson College in Boston. During her time at Babson, Bianca packed a suitcase

and moved to Auckland, New Zealand for six months where she enrolled at the Business School at the University of Auckland. She then spent the next three months living in China, Russia and India studying the entrepreneurial ecosystems and political spheres that affect business in the emerging markets. Bianca eventually went on to do consulting work for a technology start-up firm in Tel Aviv, Israel. Through her time abroad, she gained incredible insight on different communication styles, negotiation tactics and cultural norms. Bianca prides herself on being a strong listener, lifelong learner and loyal advocate for her clients.

Bianca was ranked within the top 20 residential brokers of 2020 by The Real Deal. she has been featured in publications such as Forbes, Entrepreneur, Medium, the New York Times, Business Insider, and The Real Deal. Bianca is featured on the hit television show Selling the Hamptons on HBO.



Margy Grant | CEO - Florida Realtors®

Margy Grant is the chief executive officer for Florida Realtors®, the largest professional trade association in Florida. She is a Certified Association Executive (CAE) and also holds the Realtor Association Certified Executive (RCE) designation, earning recognition for specialized industry knowledge as well as association achievements and experience. She is a member of the American Society of Association Executives (ASAE).

Grant has been recognized as an industry leader for her dedication and hard work, being named to the Swanepoel Power 200 list of the most powerful leaders in residential real estate for several years, including in 2022. Under her watch, Florida Realtors was selected as one of the Top Workplaces in Central Florida in 2022 and 2021 by the Orlando Sentinel. The state association also recently was recognized as one of Florida Trend Magazine's top 100 "Best Companies to Work For in Florida" for 2022. She has been named the advisory council chair for the National Association of Realtors® "Riding with the Brand

2023," a nationwide, multi-stop association member activation tour NAR plans in partnership with state associations for engagement events across the country.

Grant earned her Juris Doctor degree, cum laude, at the Suffolk University School of Law in Boston and her bachelor's degree in political science at the University of New Hampshire in Durham, N.H. She is a member of the Florida Bar, Massachusetts Bar and the California Bar (inactive status). Grant joined Florida Realtors in 2005, and served the state association as its chief operations officer and general counsel before becoming CEO.



Christina Carmona | Founder Island to East Side + Studio ITES

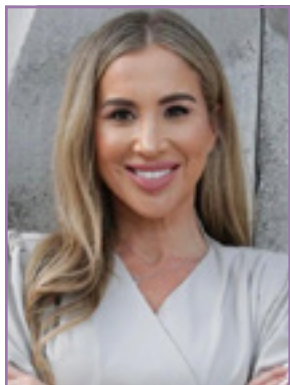
Christina Carmona is the founder and creator of Studio ITES (Island to East Side), a boutique creative services, content creation, photography and videography studio. Christina builds brands that have been featured in countless print and digital publications and worn by celebrities, reality TV stars and social media influencers. Christina's passion is to connect, consult and create for other brands to curate successful and creative marketing strategies.



Dania Diaz | MIAMI YPN President-elect

Dania Diaz is one of the few who was actually born and raised in Miami. She has been licensed since 2005 and has been with RE/MAX Advance Realty since 2013. She holds a leadership position at MiamiYPN and is the president-elect for 2024 for the largest, local Realtor association in the nation, The Miami Association of Realtors. She has instructed many classes for the board as well as presented at our District 4 conferences. She been invited to share her talents on numerous panels for RE/MAX International; including a panel on a session for R4, RE/MAX's global yearly conference. Dania is heavily involved in advocacy as a Florida State Director for the Florida Association of Realtors and a National Director for NAR. She has won many awards throughout the years; including Top 20 under 40 and YPN of the year, both awarded by The Miami Association of Realtors. She's also proud to have won the Above The Crowd award from RE/MAX International for the entire state of Florida, and most recently Rate my Agent's Top Agent award ranking 2nd in Miami-Dade County. She is a Platinum Club* top producer in her office and leads a successful team of

agents. She has built a business from the ground up, based on hard work and referrals. Dania is the pinnacle of utilizing creative digital marketing strategies including cinematic quality elements to produce the highest quality videos. She focuses on residential, investments, and international sales.



Bethany Martinez | Past President of MIAMI YPN

Helping clients get out of the unknown and into their dream home has always been the guiding principle for industry expert Bethany Martinez. A full-time real estate professional since 2012, she was also the 2021 President for the Miami YPN, currently serving on the Residential Board for the Miami Association of realtors as well as holding the secretary position for NAHREP South Florida. Outside of Real Estate she is the founder for Females For Profit, a unique organization that curates one of a kind events for entrepreneurial women, educating them on turning their passions into profits through strategic collaborations. Having spent six years in the hospitality industry, Bethany brings unique approach to serving her clients. Offering concierge like service, extensive expertise, refined market knowledge, and solution based perspective to each transaction. Her main priority is to consistently deliver results that transforms each transaction into a long lasting relationship that can be relied on for years to come.



Megan Probst | Broker Associate, The Probst Group, Compass

Megan Probst is a REALTOR® with Compas in Ft. Lauderdale. She is a trusted advisor for clientele spanning buyers, sellers, and investors. She is the quintessential ally, harnessing a long-term vision that identifies unrealized opportunities. Whether it be unearthing hidden off-market gems, being privy to the most coveted new developments in town, or sourcing prized parcels abroad, her approach is always characterized by two distinct touchstones that set her apart - transparency and relationships. Nowhere is this more apparent than when it comes to those relocating to the Sunshine State, a group for whom she's proven time and time again to be the realtor of choice. From entire companies moving their operations to a single-family in search of new horizons, her specialty is making that transition as seamless as possible by implementing the latest industry tools and offerings to best assist buyers in one of the most competitive environments in the U.S.



Vanessa De Soza | President FIABCI-India

Former President FIABCI World Council of Managers

Former Vice President FIABCI International Organizations Committee

Former President - The Estate Agents Association of Pune

Former Head of Women's Empowerment - National Association of Realtors India

Director Empress Estates



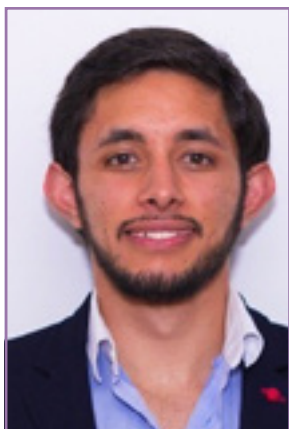
Eddie Blanco | President MIAMI RESIDENTIAL

Eddie, a Cuban immigrant born and raised in Miami, serves as President of Miami Realtors Residential Board, Director for Florida Association of Realtors, and Director at National Association of Realtors. He loves Miami for its weather, diversity, and fishing opportunities. Eddie is a proud husband and father of four. As the Broker/Owner of Stratwell, he provides simple solutions to complex problems for clients including major financial institutions. Eddie is committed to promoting diversity and sustainability in real estate and local communities.



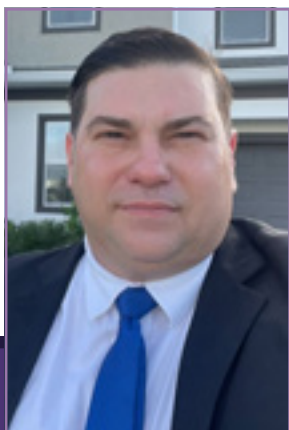
Kevin Puricelli | Miami YPN Executive

Kevin Puricelli is the executive for MIAMI YPN & YPN Global. MIAMI YPN has been awarded Mega Network of the year in 2017 and 2021 by the National Association of Realtors (NAR). He is dedicated to finding the best education, speakers, and events to enhance the careers of real estate professionals from all over the world. If you would like MIAMI YPN or YPN Global to be part of your real estate journey, be sure to follow @miamiypn and @ypn.global on Instagram. If you are interested in starting your own Young Professional Network or have any ideas for an event, educational topic, or social media content, he would love to hear from you. Feel free to message either IG account or by email at Kevin@miamire.com.



Camilo Villa | CILA YPN - Colombia

Camilo Villa is the co-founder of Colombia's first luxury real estate boutique firm Avanzar Boutique RE. In 2022, he was appointed as a representative for Colombia before CILA (Latin American Real Estate Confederation), youth chapter. In 2023, Camilo has been appointed also as the Institutional Relationship coordinator for the YPN CILA chapter. In addition to his professional endeavors, Camilo was the former president of the Finance & Investment of Universidad de Los Andes, one of the most prestigious Universities in Colombia, where he led the organization to new heights. Through his tireless efforts and innovative programs, the club achieved national impact and continues to produce successful alumni in various industries. Beyond his business and academic pursuits, Camilo is a passionate photographer, with a particular interest in architectural photography. He holds a Bachelor of Arts degree from Universidad de los Andes and is a Fellow at Stanford University through the University Innovation Fellows program.



Joao Araujo | CILA YPN - Brazil

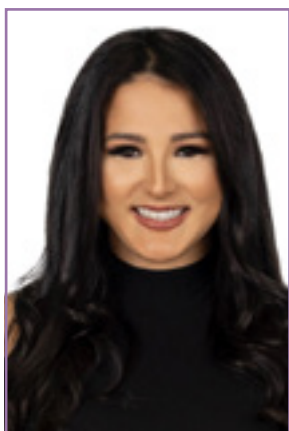
João Araújo graduated from UCDB in 2004 with a degree in real estate management sciences. He now is an expert judicial real estate appraiser and broker with CRECI in Campo Grande, Brazil. He has worked very hard in developing his city with the municipal council for real estate development and urbanization of Campo Grande. Since being in the field of real estate he has earned many designations including ABR, SRS, RENE, AHWD, and CIPS. He is the former president of SINDIMOVEIS and Imobiliária Multi Imóveis. Dedicated to his work, João was honored with the 2020 International Realtor of the Year!



Darnell Aponte | YPN MIAMI Board Member

Darnell is the founder of The Aponte Group at Keller Williams. For those involved in the real estate community Darnell needs no introduction. He is a Miami YPN Board, a FL Realtors State Director, a 20 under 40 YPN award recipient, 40 under 40 outstanding young professional for the South Florida Cystic Fibrosis Foundation recipient and a repeat Top Team award winner at his brokerage. He is also a proud RPAC Major investor and President Circle member.

Darnell is a true testament of what networking and involvement should be. His focus on building relationships locally and nationwide has helped him build one of the most successful referral businesses an agent can have.



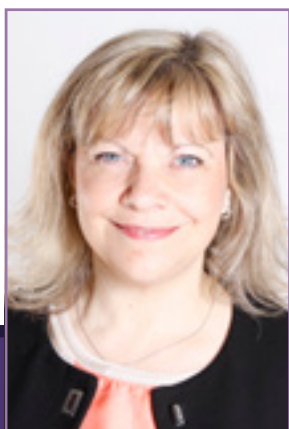
Karen Gomez | YPN Miami Board Member

Meet Karen Gomez, a dedicated and experienced real estate professional serving the Miami area. With a passion for helping her clients find their dream homes, Karen takes a personalized approach to each transaction, providing expert guidance and support every step of the way. With a deep understanding of the Miami real estate market, Karen stays up-to-date on current trends and market conditions, ensuring that her clients receive the most accurate and up-to-date information. Whether you're a first-time homebuyer, an experienced investor, or looking to sell your property, Karen has the expertise and skills to help you reach your real estate goals. Karen takes pride in providing exceptional customer service and building long-lasting relationships with her clients. With a commitment to honesty, integrity, and communication, she strives to make every real estate transaction a positive and stress-free experience for her clients. If you're looking for a knowledgeable and dedicated real estate professional in Miami, look no further than Karen Gomez.



Simo Labriti | YPN MIAMI Global Chair

Simo exercises integrity, energy and hard work in every detail of a real estate transaction. He embraces technology and innovation, and uses the latest internet tools to creatively market homes. He is fluent in English, Arabic, & French which will give him a better chance of connecting with foreign investors and international partners. With years of experience in the industry, he has developed a deep understanding of the real estate market and is able to offer insightful advice and guidance to his clients. Simo is committed to providing an exceptional level of customer service and always goes above and beyond to ensure that his clients are satisfied with their real estate experience. He is highly involved in real estate and is the YPN Global Chair for MIAMI YPN, Florida Realtor State Director, and a Director with AREAA Miami and AREAA Edge.



Gabriela Schneir | VP of AMESI

CEO & Broker at Gesmar 2000 Spain. National Vice President of AMPSI & Expansion Manager. Lecturer at European University Miguel de Cervantes for the Masters in Real Estate. Realtor, CRS & Board Member of multiple Real estate associations. Specialized in foreign investors. Regional President of AMPSI in Comunidad Valencia



Alfredo Pujol | BROWARD-MIAMI President

Alfredo Pujol is a real estate professional with over 14 years of experience in the industry. He has sold over 500 homes, been a NAHREP top 250 agent in 2013-2014, and served as Team Leader for Keller Williams Realty Partners SW from April 2017-2018. Under his leadership, the team grew to over 300 Realtors and sold over \$500 million in real estate. He is currently the General Manager for Level 5 Leadership at Keller Williams Realty, which is responsible for closing 2,978 homes and over \$1.5 billion in volume in 2022. Additionally, he has served as a Broward Miami board Governor since 2018 and is the 2023 Broward Miami President.



Alexandre Worthington | YPN, Gainesville, FL

Alex is a life-long traveler with a passion for languages and cultures. He began working in Real Estate in order to help enrich people's transition from one home, city or country to the next, and has since worked with customers all over the world. Alex's travels have given him a unique perspective on the world, which helps him to be a Top Agent time and time again - providing customers with an understanding of local life, cultures and customs that goes beyond the words on a page. With empathy and understanding, Alex helps make Real Estate an easy decision for everyone. With years of experience in the industry, Alex has become known as one of the most trusted names in real estate.



Justine Jimenez Garcia | MIAMI RESIDENTIAL President-elect

Justine Jimenez Garcia is the Broker/Owner of Countywide Properties Era, which she founded in 1998. Justine and her family immigrated from Cuba fleeing Castro's communism in 1970. She leads a team of real estate agents specializing in residential and commercial real estate throughout South Florida. Justine Jimenez Garcia has been recognized as one of the top 250 Latino real estate agents by the National Association of Hispanic Real Estate Professionals for three consecutive years and was the first woman president for NAHREP's South Florida chapter. Justine was also recognized in Housingwire magazine's "2016 Women of Influence" and with ERA Leaders' Circle.



Mike McGraw | President, Florida Realtors®

G. Mike McGraw, a broker-associate with RE/MAX Central Realty in Apopka, is the 2023 president of Florida Realtors®, the state's largest professional trade association. He specializes in residential brokerage. McGraw was 2011 president of the Orlando Regional Realtor® Association and 2018 president of Stellar MLS. In addition to serving in several leadership positions for Florida Realtors, he has been chair or vice chair of numerous state association committees and forums, and was District 12 vice president in 2012. McGraw has also served as a director of the National Association of Realtors® (NAR).