



PRESS RELEASE FOR IMMEDIATE RELEASE  
9/12/16

## **John R. Wood Announces Top Producers for August**

### **Top Closed Sales: Phaidra McDermott**

**Phaidra McDermott**, A true "Florida girl", Phaidra has lived on Sanibel Island since she was three. Growing up surrounded by Sanibel's unparalleled natural beauty helps to set her apart from the majority of island Realtors who have only been in the area for a short time. She enjoys sharing her vast knowledge of this island paradise with her clients, and her deep love for Sanibel and Captiva is positively contagious! Having also traveled extensively -- from the mountains of Thailand to the shores of South America -- she combines a world-based perspective with her local knowledge and island real estate expertise. In 2005, Phaidra was honored as a member of Coldwell Banker's International President's Premier - representing the Top 1% of all Coldwell Banker Sales Associates Worldwide. As a champion competitive athlete, Phaidra offers her clients the kind of determination, enthusiasm, and extreme dedication that helped her to become an All American Athlete. Of course, when it comes to real estate, her clients always come first.

### **Top Lister: Dave Russ**

**Dave Russ** is from Minnesota and relocated to Fort Myers in 1995. He loves people and knows Fort Myers, so real estate is a perfect fit. With home sales/purchases for more than 400 families over the past 30 years, he understands the unique real estate business. Dave works hard to get what you want, and will succeed because he has taken several Negotiating classes offered by the American Management Association. For all his successes he earned the award of Entrepreneur of year for the Midwest, showing he can get you results and knows how to market.

### **Top Pending Sales: The Pro Team**

**Dave Russ**

**Susan Glasser**

**Paul Cohen**

"The ProTeam" was founded to bring the highest degree of marketing and real estate knowledge into one team within the finest real estate company in Florida, John R. Wood, Properties. The ProTeam" was co-founded by David Russ and Paul Cohen, both with 25+ years experience in real estate and business finance. Mr. Cohen uses his banking credit & loan compliance background to perfect all the details of the real estate sales transaction. He also serves as an active member on the Finance Advisory Committee of the Board of Education for the past three years. Mr. Russ was named 1990 Entrepreneur Of The Year by Merrill Lynch and Direct Marketer Of The Year in 1991 by the Midwest Direct Marketing Association. In 2013, Mr. Russ received the A.J. Richter award for the finest customer service in Florida real estate. "The ProTeam" is proud to welcome Susan Glasser who brings 20 years experience in Marketing and Sales; she has also been an active member of the community for 25 years.

### **Sales Production Award: Valerie Tutor**

Valerie Tutor received John R. Wood's top Sales production award. A Florida native, she grew up in South Florida on an 80-acre cattle ranch only two hours from Sanibel. Since the early 1960s, her family loved to spend their free time on Sanibel and Captiva. After living and working all over South and Central Florida, she and her husband were thrilled to be able to move home full time to Sanibel Island. Valerie earned a Master of Science in Psychology and ran a successful business for 20 years as a consultant for private firms as well as state and local governments all over Florida developing an expertise in communication, negotiation and facilitation. She managed employees on community projects statewide worth several millions of dollars. After selling her company a few years ago, Valerie combined the skills and expertise cultivated throughout her business life with her love and knowledge of the local area to pursue her passion as a Realtor. She extends her services to the south Fort Myers, Fort Myers Beach & Bonita Springs areas as well as the islands. Valerie holds a Sanibel & Captiva Island Specialist designation as well as an At Home with Diversity designation and serves on several local boards and committees.