



John A. Steinwand, CMP, CRB, SFR, REALTOR®

President, CEO & Principal Broker - Naples Realty Services, Inc.®

d/b/a ONESource Real Estate Services CenterSM

President - Naples Realty Referral Co.®

John Steinwand is an industry pioneer in creating the 1-stop real estate shopping concept. His company operates one of SW Florida's larger independent sales, leasing, mortgage and title services with affiliated insurance, inspection and short sale services. Maintaining an active support role for the companies' Realtors® and their clients, ONESource Services CenterSM concept was featured in REALTOR® Magazine in 1998 as one of the industry's "Companies to Watch". ONESource Centers are located in Naples and Venice. Steinwand has been a REALTOR® since 1972, when he created virtual tour marketing in Ohio with 8mm film. He arrived in Naples in '73 as Project Manager of High Point Country Club development and in '76 became a Realtor Associate with Ad Miller. He was twice a director, officer, 2001 President, 1982 REALTOR® of the Year and 1979 REALTOR® Associate of the Year in the Naples Area Board of REALTORS®. He is one of a handful of Realtors®, with a CMP (Certified New Home Marketing Professional) designation from the National Association of Home Builders, and one of the 4% of Realtors® nationwide to earn a CRB (certified Real Estate Brokerage Manager) from the National Association of REALTORS®. His relationship-building aided in fusing the listing services of 3 area MLS's into sunshinemls.com. In the Florida Association of REALTORS® (FAR), Steinwand served several times as a Director and in 2003 was a member of the Legislative and Government Affairs Committees. He is a two-time Life Member of the REALTORS® Political Action Committee (RPAC) and spearheaded the introduction of state legislation granting brokers escrow disbursement rights as well as serving on FAR's Task Force to Modernize Chapter 475, the Florida license law. He chaired NABOR's Governmental Issues Committee for a dozen or more years and for his work in protecting private property rights, was presented with NABOR's Ad Miller Award. He is an inductee of the Naples Area Board of REALTORS® Hall of Fame. Under the SaleStar® Systems trademark, he authored *Psychological Selling*, a 200-page sales training "bible", the basis for numerous seminar presentations. In 2001, he was "honored" in Strathmore's WHO'S WHO of "Individuals who have demonstrated leadership and achievement in their occupation, industry or profession", and in 2002 he was listed as an "Honored Professional" in the National Register's WHO'S WHO. In 2004, he was named to The Metropolitan Executive & Professional Registry, and is listed in the 2005 United WHO'S WHO Executive Registry. He has been active in numerous civic affairs: a Director of the Naples Chamber of Commerce, Chairperson of the Economic Research Council that spawned the EDC; a Treasurer of the Collier County Republican Party; co-chair of the first Collier Building Industry Association's Sales and Marketing Council (SMC) and helped write the Affordable housing element of Collier's initial Comprehensive Land Use Plan. He is a member of the Naples, Bonita-Estero, Fort Myers and Venice Boards of REALTORS® and earned the designation from the National Association as a Short-Sale and Foreclosure Consumer Resource (SFR).

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