

FREEDS

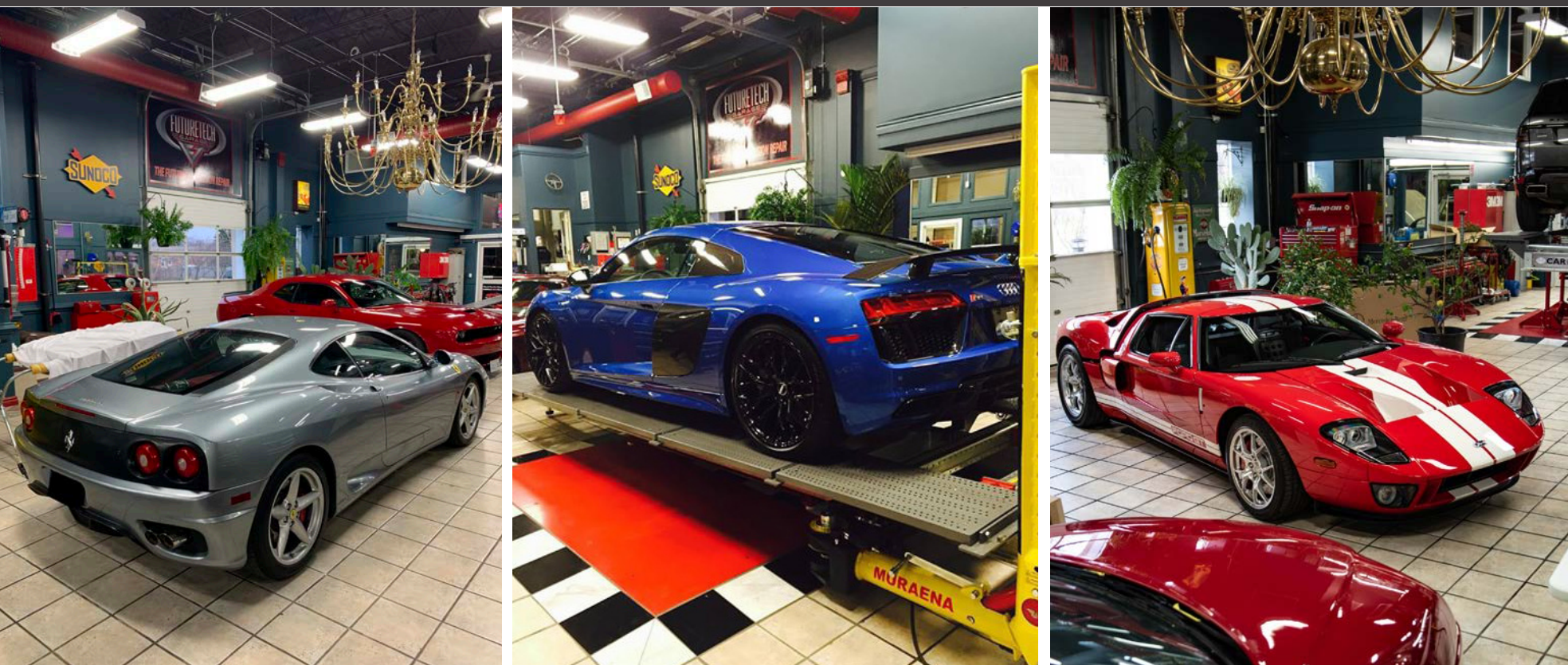
SUMMER 2021 | ISSUE NINETEEN

IMAGE

Alex & Natalie
Mereby

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Ari Freed

Dear readers,

What began last year as a few months of lockdown has now turned into well over a year of unexpected challenges as we learn how to live in this “new normal” of ours. Now that things are looking up as we begin to reopen the community, we are excited to see what the rest of 2021 will bring.

This entire issue is packed with great articles and enlightening profiles just for you. We’re excited to showcase all of the latest trends of 2021 in men’s and women’s fashion, including brands such as Coppley, On, Bugatti, Michael Kors, Kate Spade, Nike Golf and Hugo Boss. In addition, you’ll find fashion stories about On’s partnership with world-famous tennis player Roger Federer and how golf attire has changed throughout the years.

The trend toward more casual attire has certainly continued, with many people continuing to work from home. However, that hasn’t stopped people from wanting to look their best, as evident in our FREEDS IMAGE profiles. As always, our style experts had the privilege of dressing some of the community’s most prominent business professionals in the latest cutting-edge fashion from some of the freshest labels available at our store.

In this issue, we spotlight a local power couple, Alex and Natalie Mereby, and the challenges they’ve faced over the past year and a half. We are also proud to feature one of our own — our youngest Womenswear Buyer and Manager, Gunleen Gill, in our Faces of FREEDS Q&A. While we may be Canada’s largest independent men’s and women’s clothing store, we are nevertheless a small business, and we always look forward to spotlighting the many professionals throughout Windsor-Essex.

We want to thank our customers, staff and families for their dedication and trust in our company during these trying times. While we continue to offer you the convenience of online shopping, as we look forward to what is beginning to look like a hopeful return to normality, we cannot wait to see all of you back in-store this season.

Yours in fashion,
Ari Freed & Dan Orman



Dan Orman

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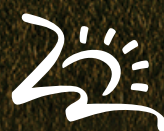
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CONTENTS SUMMER 2021

IN THIS ISSUE

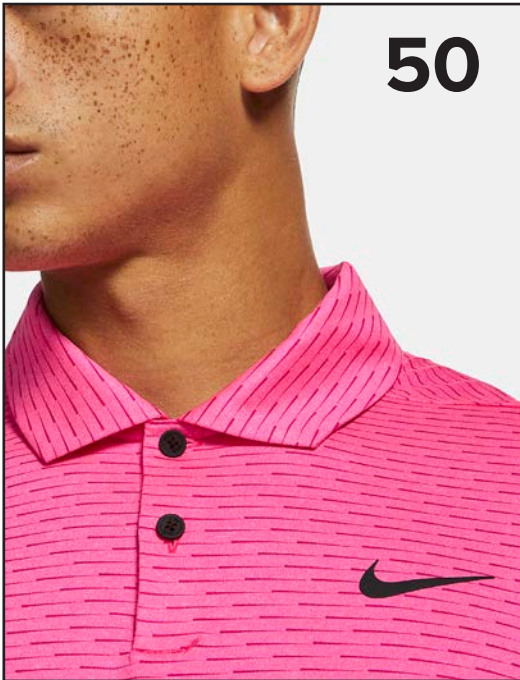
- 22 MEET THE ROGER COLLECTION
- 34 FACES OF FREEDS: GUNLEEN GILL
- 38 SUMMER FASHION
- 50 HOW GOLF FASHION HAS EVOLVED
- 55 SUMMER FASHION

FEATURE

- 14 FREEDS IMAGE SPOTLIGHT:
ALEX & NATALIE MEREBY

FREEDS IMAGE PROFILES

- GREG BAGGIO P.28
- MICHAEL CAMPOLI P.29
- BETH CHARRON - ROWBERRY P.30
- RYAN D'ALIMONTE P.31
- SHAN HASAN, SAMANTHA ESKHARIA,
AMY WILLMS, ELTON FERRO P.32
- KYLE MACDONALD & JAMIE MINGAY P.44
- DANIAL MALIK P.45
- MATT MCSHANE P.46
- PHIL PICCININ, KEEGAN BRENNAN & JAY LUTSCH P.47
- SIDNEY OMORODION P.48
- MARCO SPERDUTI P.49
- DANA GREY, APPY PICHE´ &
FRANCESCA VACCARELLO P.61
- OLIVIA BELLIVEAU, ASHLEY SWEET
& AMANDA ANDREWS P.62
- DONIKA GJOCAJ & STEPHANIE TRIPP P.63
- DANIEL TOPP & ANGELO MINARDI P.64
- ANNA VOZZA P.65
- TIFFANY VINCENT, RENÉE HANEY,
DOUG SILVESTER, ROGER JAMES, LAURENCE SABGA
& JORDAN SILVESTER P.66



SUMMER 2021



Alex is wearing Made To Measure Coppley
Natalie is wearing Joesph Ribkoff

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FREEDS IMAGE SPOTLIGHT

ALEX & NATALIE MEREBY





Real estate broker and ER nurse; two careers you may not recognize as having much overlap. But that's where Alex and Natalie Mereby disagree, as both involve people reaching out to them for help. Whether it's being a hands-on nurse or helping people purchase a house, the Mereby's provide care and guidance throughout the community in their own way.

"We're your average Canadian family, hustling to make a good living and provide for our family," explains Alex Mereby, a real estate broker with Century 21 Showtime Realty Ltd. "Whether it's Natalie providing care and guidance to her patients or myself guiding and assisting my clients into finding their ideal home, we're always striving to do our best in what we can to provide to others. In a way, we're both interlinked in our different professions, and that's what I love about it."

As a previous mortgage specialist, Mereby is well-versed in all forms of home financing, whether you're seeking to get home equity loans, home equity lines of credit, mortgage refinancing, debt consolidation or a variety of other banking products. His extensive banking background and understanding of today's financial market complements his ability to guarantee effective real estate solutions as a realtor.

"I can do both real estate and financing, so I'm using my skills and knowledge to provide beyond the usual average service and support," explains the real estate broker. "I believe all realtors bring something unique about themselves to the table. I don't like comparing myself to any because we're all different with our experiences, approaches and how we promote and market ourselves."

"I'm very thankful for my wife Natalie, with whom I'm blessed to share my three kids, Jason, Mark and Mia," he explains warmly. "Without their understanding and support, I wouldn't be able to do what I've done today. I'm happy to have their constant love and encouragement."

Fourteen years ago, this power couple was married just as Natalie began her career as a registered nurse. Now, they work together harmoniously to raise their children while excelling in their respective fields.

"Just like Alex supports me, I fully support and encourage my husband in his business. He spends hours advocating, advising, negotiating, and assisting his clients in finding the right home or selling one to the right buyer. He has this enthusiastic energy about his work," says Natalie Mereby. "Alex is always motivated, ambitious and positive, which are just some of his many strengths. He always says, 'there is always a way to turn things around. There is always a plan B.' I see the behind the scenes work he puts in on a daily basis to be the best he can be for our family and his clients."



However, with the COVID-19 pandemic came new challenges that this power couple had to face. With Natalie being an ER nurse, she risks exposure every day from being hands-on with COVID-positive patients. As for Mereby, he sees clients daily to show them houses.

"I'm a proud member of one amazing emergency room family. I work alongside some of the most selfless, dedicated and courageous individuals," praises Natalie, who works for the Windsor Regional Hospital ER department. "I do say 'courageous,' but we certainly felt and still feel the fear of COVID, the fear of the unknown and of how bad it's going to get. It has been emotionally and physically challenging, both being on the front lines and at home."

The Merebys had to take extra measures and precautions at home to make sure no one else was exposed. As with many families, they had to distance themselves from each other and their three children, who were home all day doing online school, as much as they could.

"It has weighed a lot on us in terms of taking extra measures to distance ourselves within our home. I'm going into people's homes to do showings and driving clients around in my car," explains Mereby. "We had to take these extra steps to ensure we don't contract the virus from each other. I'm on the road pretty much 24/7, and she's hands-on at work with the COVID exposure."

"When COVID hit, we needed to find and learn to adjust to this new normal. With the schools closed and us both having such demanding jobs, it has been very challenging," adds Natalie. "Our kids have always been our strongest motivation and our greatest support through it all."

Natalie's passion for helping others and her fantastic team at work helped give her the courage she needed to keep going through the darkest times. "I also had a lot of support from my husband and our children. We all had to lean on each other. It definitely took teamwork."

"The past year and a half has been a tough time for everybody, but I think we've been blessed mostly because of the success that I've enjoyed over the past couple of years. I'm so thankful for each one of my clients," says Mereby. "There is a lot to consider as a first-time homebuyer, and it can be an emotional roller-coaster. You must get approved for a loan, fight against other buyers in today's competitive market and, because much of it is unknown and unfamiliar, make sure you have a professional realtor who is knowledgeable and brings an added value service to the table."

What Natalie is wearing: Top by Cream, pants by Joseph Ribkoff

What Alex is wearing: Sport Coat by Coppley, shirt by Eton & pants by Sunwill



The pandemic also brought about new challenges for realtors. “In addition to the new normal we were learning to live at home, there were suddenly these new barriers and obstacles I had to learn to tackle as a realtor. We couldn’t show houses or do open houses anymore. We had to move toward virtual tours, so buyers could no longer physically see the house. Our clients had to adapt to this new style of showings. And yet, despite this, the market only grew hotter throughout the pandemic.”

With Canada’s exploding housing market, particularly within Windsor-Essex County, Mereby wants to remind anyone looking to buy or sell their home to ensure they give it a great deal of thought before jumping to it. The element of trust is especially important in this hot market because most home purchases right now are selling without any conditions, without inspections, and for many, can only be viewed online via virtual tours and photos.

“What I mean by ‘the element of trust’ is that people making purchases have to be able to completely rely on their agents’ decisions when helping them choose the right house for them,” explains Mereby. “You’re being entrusted to make the decision on their behalf because you’re the one going into the house and getting a feel of the property. You’re looking at the homes and deciding yes or no, and they’re basing their decision upon what you tell them. This puts a lot of pressure on realtors.”

“So, before you decide whom you want to work with, interview the realtor. You want to ensure you’re working with someone who understands your needs and what’s best for you,” he emphasizes. “It’s important to know of their proven track record and expertise, especially when it comes to listing or buying a house, as this is your number one investment and your biggest debt to carry.”

The Merebys are looking forward to when things return to normal, to no longer have the fear of COVID looming over their heads, and when they can once again go on family vacations. “We’re looking forward to going away for a week and de-stressing. And we know we’re not the only ones. All of our friends say the same; they just want to get out and get away for a week to forget about it all and start a new chapter in their lives,” says Natalie. “Once COVID is finally behind us, and we can do things outside of our homes, things will definitely be more calming and relaxing.”

But until then, this ER nurse wants to remind everyone that: “It’s important to know that everyone is battling something. My motto in life is always to be kind and never regret it as kindness is never wasted.”

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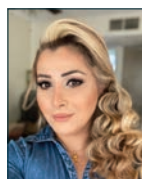
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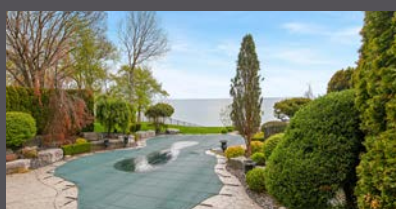
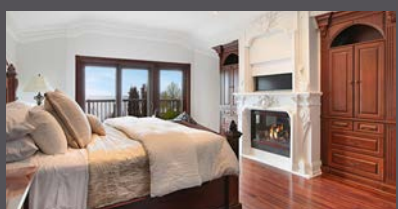
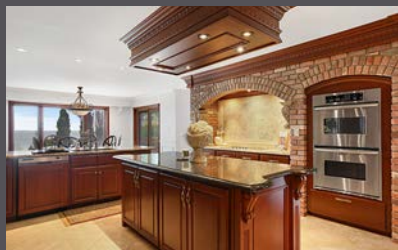


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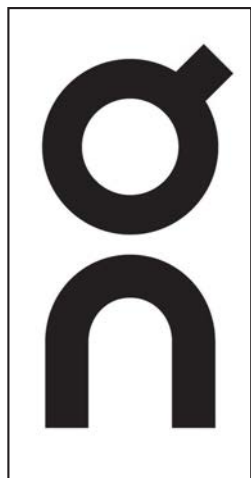
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MEET THE ROGER COLLECTION



Photos courtesy of on-running.com

From world-famous tennis player to shoe designer entrepreneur, Roger Federer is helping On take the tennis shoe industry by storm.

On is the number-one running shoe in Switzerland and is quickly gaining fans around the world. Federer joined the On team last year and promptly revealed he was working on new products. Using his unique experience, he's helping On take their product development, marketing and fan experiences to new levels.

The result? THE ROGER collection.

THE ROGER is made with vegan leather, which has approximately 30 per cent of the footprint of animal leather, according to On. It's designed for lightness to reduce material consumption. The mesh around the collar, the lining and the laces are made from 100 per cent recycled polyester. According to On's co-founder, David Allemann, as both On and Federer have their heart and home in the Swiss mountains, they aspired to protect this natural beauty by creating a new generation of tennis-inspired sneakers with sustainability in mind.

THE ROGER Centre Court

Revealed last summer, the tennis-inspired all-day sneaker was the first in the Swiss-engineered collection with the Swiss Maestro.

According to On, THE ROGER Centre Court is a highly technical take on the classic tennis sneaker and was born from a shared passion for the point where performance and style intersect. It combines a timeless aesthetic with the lightweight comfort of On's signature CloudTec® sole and the agile performance of Speedboard® technology for effortless all-day wear. While traditional tennis sneakers are built with vulcanized outsole manufacturing from the past, THE ROGER is powered by an advanced lightweight foam. It also features an ultra-soft sock construction for non-stop comfort and ventilation.

"The minimalist design and easy comfort of On's shoes had me hooked years ago," says Federer. "I wanted to infuse the tennis sneaker with the same lightness, comfort and agility for every day."

The first release, known as THE ROGER Centre Court 0-Series, was an ultra-limited pre-release. It was individually numbered and featured unique details within the colourway. THE ROGER Centre Court has since had its full launch.

THE ROGER Clubhouse

Known as the most expressive member of THE ROGER collection, the clubhouse brings a very different personality. It gives you next-gen technology in bold, nostalgic colourways.

Designed with the younger generation in mind, this sneaker is manufactured using the same vegan leather but carries a chunkier look — a tailored nod to the more robust aesthetic of old-school tennis-inspired footwear. Block colours are borrowed from the 90's sneaker culture to add texture and depth to the trend-led design. It's also chromium and PVC-free. It still carries Speedboard® and CloudTec® technology and is available in white, grey and black.

"We wanted to come up with a product that would stand out from the inline collection and make a bolder statement," explains Senior Product Designer Linn Kandel. "When it comes to the colourways, this iteration of THE ROGER Clubhouse is influenced by contemporary art and street style."

According to On, THE ROGER Clubhouse delivers an expressive street-ready aesthetic. It's the next-level sneaker for people who have places to be. It's for those of you who believe the game never stops.



"The Roger Clubhouse - Designed with the younger generation in mind, this sneaker is manufactured using the same vegan leather but carries a chunkier look — a tailored nod to the more robust aesthetic of old-school tennis-inspired footwear."



THE ROGER Advantage

From dancing until dawn to long walks downtown, now you can upgrade to high-performance Swiss engineering in street-ready sneakers.

This third tennis-inspired sneaker, co-created with Roger Federer, is the most widely accessible yet. It's designed for everyday activities with both comfort and style. While the design is similar to the other two, it's the only one in the collection that is available in several bold and bright colours. The herringbone-patterned grip on the sole gives you secure traction on grassy hills or wet sidewalks. It still features the Speedboard® and CloudTec® technology as well as the mesh tongue and sock construction. It uses the same vegan leather as the other two and is chromium and PVC-free. Unlike the first two, this final piece of the puzzle caters to all demographics.

With a significantly reduced environmental footprint, these high-performing tennis-inspired sneakers are shoes that you can surely feel good about choosing.

“Our design team was relentless in creating a tennis-inspired sneaker that performs as good as it looks,” says Senior Product Manager Ruth Heenan. “From the fine stitching details to how it feels at the end of a busy day, we gave everything to make it right.”

Whether you're on or off the court, THE ROGER collection is here for you. With a significantly reduced environmental footprint, these high-performing tennis-inspired sneakers are shoes that you can surely feel good about choosing.

“I love working with the On team, using my knowledge of performance footwear and personal interest in fashion to contribute to product development,” explains Federer. “I'm proud to be a part of the creation of THE ROGER, which is the most comfortable tennis-inspired sneaker you will ever wear.”

To learn more, visit FREEDS today!



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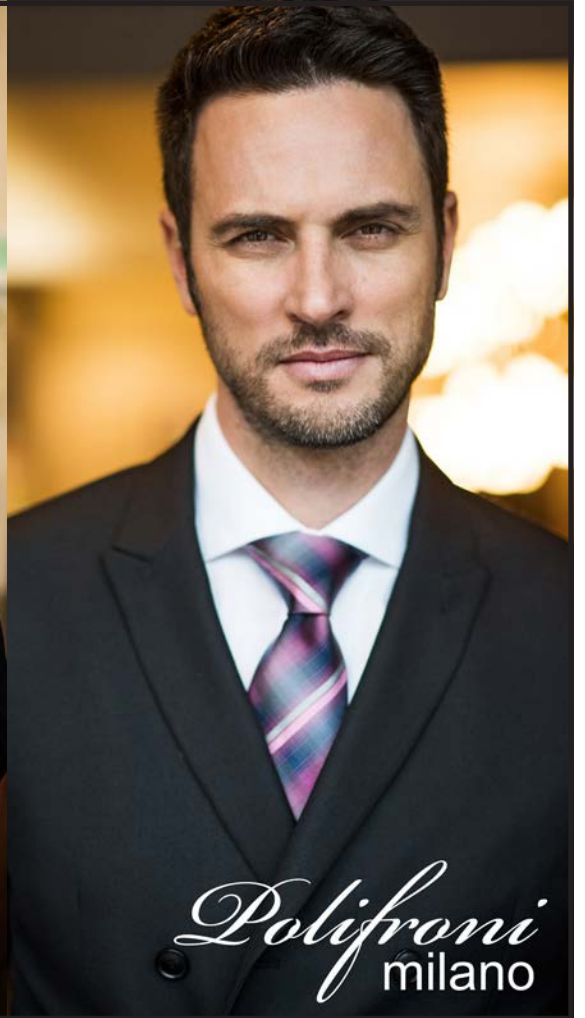
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GREG BAGGIO

Greg Baggio, President of Tuscan Wealth Financial Group and an Investment Funds Representative for HUB Capital Inc., has established himself as a household name in Windsor and Essex County for investments and life insurance products.

With over 20 years of industry experience, Baggio's office is located in Windsor, servicing all of Southwestern Ontario. From retirement saving plans, education savings, life insurances and guaranteed principal investing, Greg matches your needs to the right investment products in Canada.

In his practice, Baggio emphasizes "Peace of Mind" financial solutions, which are geared towards wealth building, estate preservation and tax efficient investing.

"Building and protecting wealth is a priority for all," he relates. "It is of the utmost importance to take the necessary measures to reduce as much risk as possible where we can."

Baggio, who mostly works with referrals from satisfied clients, is regularly involved in building strong business and community relationships.

To this end, he proudly volunteers his time on boards of directors and committees in order to help nonprofits and charities achieve success in their foundational objectives. "To be in business in Windsor-Essex," Baggio explains, "means to give back as much as you can."



What Greg's Wearing:
Sport Coat: Circolo
Shirt: Emporio Armani
Jeans: Paige
Shoes: Hugo Boss

Photo by Pat Scandale

MICHAEL CAMPOLI

Let Michael Campoli infuse your home with warmth, sophistication, and, most importantly, a sense of comfort. Owner of Made to Shade, Michael Campoli takes pride in his business which works with top-quality products, exciting designs, and friendly, professional service. Handling each project as a team, from start to finish, Made to Shade ensures clients have durability and the finest in design, proper installation, and quality materials.

"We are based out of Tecumseh but don't have a retail store," explains Campoli. "We offer a free shop-at-home-service to keep our costs down, and by not having a retail store, we are able to pass on those savings to the consumer," Campoli continues. "We offer our shop-at-home-service seven days a week, so our clients can choose whatever is convenient for them, morning, afternoon, or evening. We bring the store to their door."

Since 2005, Made to Shade has been offering clients a personalized, mobile service that brings the showroom to their doorstep. Taking the hassle and guesswork out of measuring, colours, and styles, Campoli brings the latest and greatest products that clients are bound to fall in love with. Made to Shade has a full range of modern, innovative window treatments which are custom made for each client. Everything is custom made so clients know they will get exactly what they need.

"We are 100 per cent Canadian-made and everything comes with a lifetime warranty. The quality of our products, pricing and customer service, is tough to beat," explains Campoli. "Once the client has made their selection, we have a pretty quick turn-around. Typically it takes two weeks from start to finish, and the client has their desired outcome."

"Our crew of installers are amazing, and they install our shades professionally with utmost respect to the customer's house. Our team knows exactly what they're doing, and their priority is always great customer service," he adds.

Leading with professionalism, Campoli stands behind his quality products, fair pricing, and zero pressure tactics. Due to the recent growth of Made to Shade, Campoli started his own manufacturing company to meet the growing demands of customers. Still using 100 percent Canadian suppliers and raw materials, Campoli is proud of the new 5,000 sq. ft. facility: Made to Shade Window Covering Manufacturing LTD.

"It's not just about the sale, but rather the after-sale. Service is very important to us and we want our clients to be 100 per cent satisfied," Campoli explains. "We had clients that did their blinds ten years ago that had a minor issue. They gave us a call and we were there the next day. We give great service beyond the sale."

Looking forward to expanding Made to Shade and hoping to make the company province-wide, Campoli ensures his custom designs will complement any décor and personality of his customers.

In his spare time, Campoli enjoys working out, watching hockey and is very passionate about cars. He is happily married and recently celebrated his 25th anniversary with his wife, Sonia. They have two daughters, Rebecca and Rachel, in addition to a few pets.

Whether you are adding the finishing touches to a new house or renovating your current home, check out Made to Shade on Facebook and their website: www.madetoshade.ca. You won't be disappointed.



What Michael's Wearing:
Sport Coat: J. Grill
Shirt: Robert Graham
Pants: Alberto



BETH CHARRON -ROWBERRY

Good things will happen if you continue to do the right thing — always. This is what Beth Charron-Rowberry has learned over the course of her career. Owner of Beth Charron Desjardins Insurance, Beth and her team, Andrew Rowberry, Krista Munro, Chantelle Sellon, Kim Tonietto and Caitlyn Cave, take pride in providing peace of mind protection with personal service. They offer insurance for personal and commercial needs, including home and auto for both, as well as mutual funds and life and disability products.

"I find that most people view insurance as a necessary evil. My team and I take great pride in changing people's perspective on that," explains the insurance agent. "Everyone deserves to understand what they are paying for and the benefits to them. Knowledge is power, and to pay as much as people do for insurance in their lifetime, everyone deserves to have the best of the best in service, education and experience. We have genuine care, compassion, integrity and empathy for not only our clients but all who reach out and call us needing advice."

When choosing Beth Charron Desjardins Insurance, an honest experience is what you can count on. "I take great pride in how my team and I serve our clients and community. We focus on what is best for them; it's not just about trying to get their business. We always advise based on what is best for the client, and much of our business comes from referrals because of this."

"I love meeting people and finding out why they were put in my path. I have a big heart and know that I am meant to serve people," expresses Charron-Rowberry. "If everyone worried about taking care of other's needs, then no one would ever have to think about themselves."

Beth Charron-Rowberry and her team fully immerse themselves within the Windsor-Essex community. They donate to several local charities, including the Mickey Renaud memorial scholarship with two tuition scholarships for St Clair College, Charlotte's Freedom Farm and the United Way. In addition, the team enjoys shopping for adopted families working with United Way at Christmas, buying toys for multiple toy drives, and raising funds for different charities through Facebook campaigns. Charron-Rowberry is also a member of 100 Women Who Care Windsor-Essex.

"I am proud to be a part of this remarkable group of women who, even throughout the pandemic, still consider three organizations every three months, and we each donate to the winner. I have learned so much about the many amazing organizations that provide and serve people in Windsor-Essex because of this," explains Charron-Rowberry.

Recently married to her new husband, Andrew Rowberry, Beth is looking forward to what their newly married life will bring. The two just moved from Belle River into a new home in Harrow, along with Beth's two daughters and Rowberry's mother.

"We are primed and ready to explore our new community and all of those around it. The options are endless, as is the beauty every time you turn around," says Charron-Rowberry.

To contact the Beth Charron Desjardins Insurance team, please email beth.a.charron@desjardins.com or call (226) 676-0562.



What Beth's Wearing:
Jumpsuit: Joseph Ribkoff

Photo by Pat Scandale

RYAN D'ALIMONTE

Ryan D'Alimonte knows it's a cliché, but it's truly what has contributed to his success: clients come first.

"I try to focus 100 per cent on my clients," insists the experienced RE/MAX representative. "I have complete respect for my clients, and I treat them as I would want to be treated."

For D'Alimonte, now in his 20th year in the business, that means a reciprocal relationship built on appreciation and understanding.

"My whole goal is client satisfaction," he explains. "More than 90 per cent of my business comes from repeat customers or referrals from those customers. So, at the end of the day, I focus my energy on my current and past clients to make sure they're happy."

Based out of the Amherstburg area, D'Alimonte continues to serve all of Windsor and Essex County happily. Despite his years of experience, he continues to enjoy meeting new clients and dealing with the day-to-day variety inherent to his line of work.

"Every day is a new day," attests the residential resale expert. "It's never repetitive because every deal is something new, and no two deals are ever alike."

Like any local agent with his body of experience, D'Alimonte acutely understands the difference between a hot and cold market.

"Starting off 20 years ago in a high market, and then going through a recession in 2008 and 2009, really taught me to have an appreciation for the real estate market and my client's business," he explains. "I think that's what carried me through and has made me successful over the years. I'm honest with my clients because I have respect for the people I work with and a true appreciation for their loyalty. I am where I am because of them, and don't take that for granted."

With everything the world has seen over the last year, D'Alimonte says he wants to thank all of the frontline workers who have been out there risking their lives to save others throughout this pandemic.

"Your compassion, optimism and dedication have not gone unnoticed," he expresses. "Thank you for everything you do."

To find out how D'Alimonte can help you with your real estate needs, please email ryan@ryandalimonte.com or call his office at (519) 818-9337.

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What Ryan's Wearing:
Sport Coat: Soul Of London
Shirt: Robert Barakett
Jeans: 34 Heritage
Shoes: Hugo Boss

SHAN HASAN SAMANTHA ESKHARIA AMY WILLMS ELTON FERRO

When looking to buy or sell your home, there's no better place to start than with The Hasan Group, one of the top performing real estate teams in Essex County. One of the first to launch creative video tours of their properties over seven years ago, they are constantly working to stay ahead of the curve when it comes to marketing and creativity. This dream team currently consists of four licenced agents: Shan Hasan, Elton Ferro, Samantha Eskharia and Amy Willms, with three more joining soon.

In a very short time, Shan Hasan has earned his place amongst the top realtors in the nation. In his seven-and-a-half-year career, The Hasan Group has sold over \$135 million in real estate and helped over 550 families buy or sell their homes. The group earned top accolades in 2019 and 2020, including The Chairman's Award as the top 1% in Canada and Top 100 Agents in Canada by Canadian Real Estate Wealth Magazine. Since 2018, Hasan has been representing Roseland Homes Ltd., a high-quality, luxury home builder based in Windsor.

"I believe whom you surround yourself with is a testament to who you are," says Hasan, who recently earned his broker licence. "The agents I am blessed to work with are a group of skilled, passionate and motivated people who were hand-selected for their incredible character."

In his desire for something that was communications-driven, marketing-oriented and people-based, Elton Ferro discovered that real estate was the perfect fit. His genuine passion and care for his clients have shown through his excelling sales performance. Ferro is thrilled to be representing a new home builder, SMD Developments.

"It has been a joy to be a realtor," states Ferro. "I look forward to helping everyone in the community buy, sell, lease, or invest. Matching old and new friends to the home of their dreams is not only my profession but also my passion!"

Samantha Eskharia prides herself on dedicating her time to her clients, with whom she builds lifelong relationships. She excels in creating a positive and welcoming atmosphere and making the progress of buying or selling your home personal and easy.

Her passion for real estate is noticeable from her energetic, knowledgeable and detail-oriented approach when working with clients. "The desire for helping people is what made me pursue a career in real estate. Buying and selling homes should be experiences worth remembering," explains Eskharia. "Honesty, integrity, determination and dedication are philosophies I strive for in all aspects of my life."

Amy Willms has taken her hometown, Leamington, and the surrounding area by storm. She has been an active volunteer her entire life and takes pride in her town and community. With over 15 years of experience working in the hospitality and healthcare sectors, she has gained an extensive professional background in sales and property management.

"Customer service has always been my top priority and has been essential to building relationships and ensuring the best possible outcome in every transaction.

My clients know they can count on me at any time of day," says Willms. "I strive to ensure the home buying or selling process is fun, easy and stress-free!"

The Hasan Group now welcomes Crystal Eskharia, Jay Khawaja and Joanne Thibert to their family of professionals.

Hasan and his team have a strong belief in community. Helping others and giving back is a consistent mission and philosophy for Hasan. The group budgets a sizable budget annually towards several local charities, including Transition to Betterness and the Sick Kids Foundation.

To learn more about The Hasan Group, visit www.findhomesinwindsor.com.





THE HASAN GROUP

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What Shan's Wearing:	What Elton's Wearing:
Suit: Lambretta	Suit: Suitor
Shirt: Horst	Shirt: Lipson
Tie: Montebello	Tie: Canali
Shoes: Hugo Boss	
What Samantha's Wearing:	What Amy's Wearing:
Dress: Apricot	Top: Guess
Belt: Lez-a-Lez	Skirt: Joseph Ribkoff
Shoes: Nina	

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FREEDS Welcomes Gunleen Gill As Their New Buyer and Manager to the Team

As we all know, FREEDS is Canada's largest independent men's and ladies' clothing store. The family-owned business has been providing the newest fashions and latest technology for both men and women since 1929. At the age of 25, with a certificate in Fashion Coordination and Styling from Ryerson University, Gunleen Gill is now the new Womenswear Buyer and Manager here at FREEDS. I sat down with Gunleen to learn more about herself and her plans for the women's department.

Q. First off, tell us — what inspired you to go into fashion?

I have always been interested in fashion. Ever since I was a kid, I was doodling sketches of dresses or pretty things I had seen. I began informally studying art in middle school when my middle school art teacher created an art club to demonstrate their art skills. After three years of club membership, he pushed me to apply to the CyberARTS program at Northview Heights Secondary School.

Initially, I went to York University to pursue a bachelor of science. However, in my last year, I realized that fashion had been my passion all along. I then switched to Ryerson University and studied Fashion Coordination and Styling. In the beginning, I had tunnel vision as I thought I wanted to be a designer. But, I realized just how much there is to the fashion industry besides designers and models with each class I took. I watched the TV show Friends and knew that Rachel Greene was a buyer, but I didn't understand the full scope of her job until I took a class on buying, which piqued my interest. I graduated in June of 2020.

Sadly, COVID-19 threw a wrench in my plans of further studying fashion buying in Italy that summer. Nevertheless, I completed my buying certificate through the University of the Arts London via Zoom.



What Gunleen Is Wearing:
Top: Deluc
Skirt: Susana Monaco
Shoes: Nina

Q. What experience did you have prior to arriving at FREEDS as their Womenswear Buyer and Manager?

I have worked all over the retail industry, from highly accessible stores like The Gap to luxury boutiques like Prada. I started at The Gap Factory Store as a seasonal sales associate. I spent my days receiving products, keeping the sales floor clean and constantly folding clothes. I then worked for Occhiali Eyewear, a luxury eyewear online store and retailer with three locations in the GTA. I started there as a sales associate and became a key holder and social media manager. In the end, I left that position because I was halfway through my program at Ryerson University, and I wanted to get more experience in luxury fashion.

I interned for Laura Sigel, a Canadian designer who emphasizes sustainable fashion. That internship was an eye-opening experience. I was able to see the day-to-day work of a designer and knew that I didn't want to create my own label. Once my internship was up, I started working at Prada. There, I saw how different the atmosphere is at a luxury boutique versus a fast-fashion store like The Gap. It was more than selling a product; it was selling an experience that began the moment the customer stepped foot into the boutique.

When my contract at Prada expired through the first COVID-19 lockdown, I started working at Homesense as a merchandise coordinator shortly after Toronto reopened businesses. I was able to make visual displays in the gourmet department. It was a fun job, but not what I wanted to do long-term. Buying positions were scarcely found in Toronto, so I opened my job search to all across Canada and, luckily, I found FREEDS!

Q. After leaving a big city like Toronto, how are you settling in Windsor?

Settling into Windsor has been fairly easy. I found a furnished apartment which made moving so much easier than it would've been if I had to bring furniture with me, too. Also, I love how close I am to a national park — I bought the annual pass for Point Pelee National Park, and I have gone twice already! Plus, the weather is warmer here in Windsor than in Toronto, so I'm looking forward to an easier winter this year!

FREEDS is a family-run business, and I immediately felt it when joining the team. Everyone was so welcoming and willing to offer their help and suggestions when I asked.

The only difficulty I've found so far is the distance. This was the first time I've lived away from home. However, it's gotten easier with time and my trips back to my parents' house every 2-3 weeks.

Q. Tell us about what direction you plan to take with the FREEDS women's department.

I want to take the women's department in a more inclusive direction. I plan to add a few younger lines to the department to add more vibrancy to the department.

I have been asking customers who come into the store for recommendations on what we are missing in the department that they wish we carried. I have received an overwhelming response for more basics, such as athleisure and Birkenstocks. So these are what I'll be spending my next few weeks curating. If anyone would like to share their thoughts, please give me a call at the store!

Q. What's something that's trending in your field right now that excites you?

For fall 2021, you'll be seeing a lot of leopard print, sequins and textured knits. But, the most exciting part is that, fingers crossed, life will go back to a semblance of normal life, and we'll have a reason to dress up and go out.

I've also seen many companies shifting from requiring employees to work in the office daily. As a result, I expect we will see a more relaxed dress code across the board. There will be greater emphasis on comfort over formal suiting in most offices. Here at FREEDS, we will ensure you have something comfortable and stylish for the workplace!

Q. How has the COVID-19 pandemic changed or challenged you?

I was in school at the start of the pandemic, and it was very frustrating not to have a formal graduation. I found it was tough to find a job I truly wanted in any buying capacity. Many companies had gone under and no longer needed buyers due to the effects of the pandemic on the fashion industry. I am very grateful that I found FREEDS.

Q. What advice would you give to others aspiring to succeed in your industry?

Be persistent! Be so persistent that you might even come across as vexatious. From my experience and the rejections I received from companies, persistence has always been the key to getting any job in the fashion industry.

Q. Lastly, and just for fun, what are some of your favourite things you enjoy outside of work?

I like biking around Windsor and seeing all the different pockets within the city. I enjoy walking along the riverside and going to the various farmers' markets I live near. I also love pizza, dogs and going to the beach!



What Gunleen Is Wearing:
Top: Susana Monaco
Jeans: 7 For All Mankind
Shoes: Ateliers



The Quenneville Wealth Management Group



Fred Quenneville, B. Comm. F.C.S.I., FMA
Investment Advisor, Vice-President & Director

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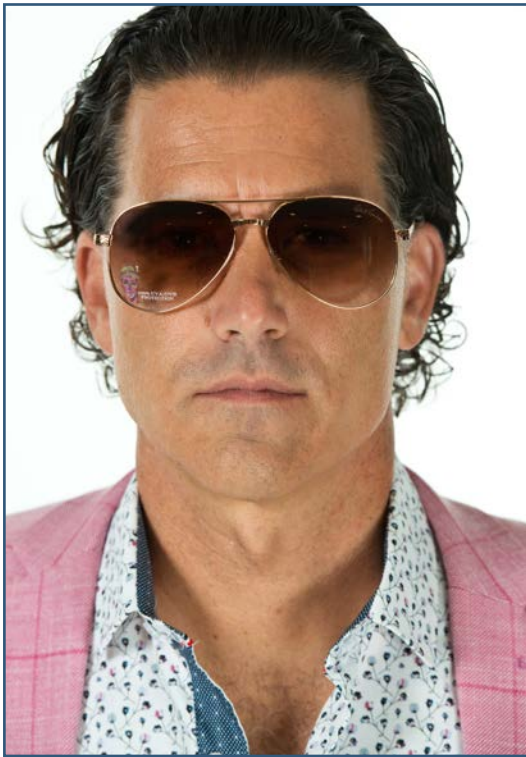
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Shirt: Soul Of London
Belt: Johnston & Murphy
Shoes: Bugatti



Dress: Guess
Purse: Kate Spade
Shoes: Ateliers

FASHION



Jacket: Guess
Top: Dêluc
Pants: DL1961
Shoes: UGG
Bag: Michael Kors



Sport Coat: Coppley
 Shirt: Eton
 Jeans: 7 Downie
 Shoes: Bugatti

FASHION



Sport Coat: Soul Of London
Shirt: Blu By Polifroni
Jeans: 34 Heritage
Belt: Benchcraft
Shoes: The Roger Centre Court by On Running



Top: Sadie & Sage
Overalls: Mavi Jeans
Shoes: Ateliers
Bag: Michael Kors

KYLE MACDONALD

JAMIE MINGAY

Jamie Mingay and Kyle MacDonald both know that insurance shopping might not be perceived as “fun” for most. That’s why their goal is to make securing insurance as convenient and easy as possible. At Insurance Store Inc., they offer their clients home, auto and business insurance, as well as coverage for fun things like boats, sea-doo’s, jet skis, ATVs and mobile homes – a real one-stop shop. Together, they have over 25 years of experience in insurance.

“We want to change people’s views and allow them to get the right advice, right coverage, at the right price, in the most convenient manner,” explains Managing Director Jamie Mingay.

MacDonald began working with St. Clair Insurance Brokers Inc. in 2013, building his clientele in home, auto and business insurance. Mingay started as an insurance broker in 2001 with a local family brokerage before joining St. Clair Insurance Brokers Inc. in 2015. This past January, St. Clair Insurance Brokers merged with Howard Noble Insurance Limited, forming Insurance Store Inc. with seven offices across Ontario. Mingay was then promoted to Managing Director of the newly formed brokerage.

“We have a fresh new look and name that highlights the breadth in products we offer with the local touch and service that our clients have always been used to in our communities. We are also in the midst of building a new, best in class website that will allow our customers to purchase online, chat with our specialists or download a copy of their policy, all based on their needs and preferences,” explains Mingay.

“Insurance rates have had a bumpy ride the last couple of years. But, grinding away, putting the hard work in and being straight with clients will always gain the long-term trust that fuels our business,” adds Senior Personal and Business Insurance Executive Kyle MacDonald.

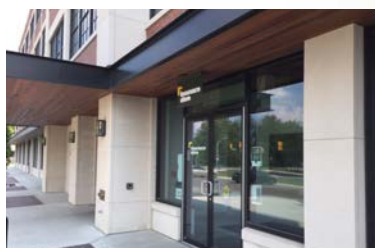
By being proactive instead of reactive, MacDonald knows he can often anticipate increases in rates or know when a claim or ticket falls off a customer’s record. Being organized and aware of these critical factors allows him to position their clients’ needs proactively.

“What I love about being an insurance broker is the constant challenge — no day is the same. The industry is forever changing, and you will always get approached on something new and unique. My job is to make the process as stress-free and easy as possible for my customers,” explains MacDonald.

Insurance Store Inc. has grown from one small office in 2012 to seven locations staffed with over 95 insurance specialists in 2021, **including their newest location in the Walker Power Building in Windsor.** Their other physical sites are located in Tecumseh, Chatham, Woodstock, Barrie, Collingwood and Alliston.

“We have seen extraordinary growth and hired many new and talented employees in all our locations. In response to the challenge that Covid-19 presented this past year, we have seamlessly transitioned 90 per cent of our workforce to a work-from-home environment while keeping our service levels high. We are looking forward to re-opening our flagship insurance store locations in Windsor and Barrie to the public in the coming months so that we can show off the in-store experience that we are so proud of,” exclaims Mingay.

For any and all questions regarding home, auto, business and recreational insurance, visit www.insurancestore.ca today!



What Kyle's Wearing:
Suit: Jack Victor
Shirt: Jack Lipson
Tie: Montebello
Shoes: Stacey Adams

What Jamie's Wearing:
Sport Coat: J Grill By Paragon
Shirt: Blu By Polifroni
Pants: Riviera Traveller Pant
Belt: Benchcraft

Photo by Pat Scandale/ Story By Alyssa Leonard

DANIAL MALIK



What Danial's Wearing:
Suit: Jack Victor
Shirt: Polifroni Milano
Tie: Montebello

Over the past several years, Danial Malik has been catering to his clients by helping them achieve their real estate goals and enrich their lives. With great passion and integrity, Malik goes above and beyond for the needs of his clientele, from initial consultation to closing. This transparency, as well as personal connection, have led him to create a strong referral network.

During his MBA, Malik worked at Minto Developments as a Marketing Consultant. Given his strong marketing background, getting into real estate was inevitable. He is an entrepreneur at the core and has successfully run several businesses in various industries. Given this knowledge and skills that Malik has gained, he can negotiate masterfully, market properties and bring an attention to detail that makes him stand out as a realtor.

Malik's real estate business has grown by developing a network of buyers and sellers and partnering with local vendors. By supporting the community, he leverages meaningful connections and provides great value wherever possible. Malik shows strong comparable market research to draw up a winning offer for his buyers. He brings forth top-of-the-line photography/videography, staging and marketing service for his sellers. By having these tools at his disposal, Malik confidently accomplishes the needs of his client base.

"Thank you for your trust" is an important saying for Malik.

"By having the trust of my clientele, I have a mutual understanding of their end goal," says Malik. "Empathy is an important part throughout the real estate transaction, and when trust is built, the outcome is always positive."

As a realtor, Malik builds trust with his clients, given his reputation, education, experience and business acumen. He realizes that clients trust him with the biggest transaction of their lives, which means that communication, vision, reliability and honesty are of utmost importance.

Danial is at his best when he is serving people and the community at large. Being a broker makes him feel very proud and honoured.

"By helping families get their dream home, there is no greater pleasure than to hand a new set of keys to a deserving client," explains Malik. "On the selling side, when a client gets top dollar, I'm humbled by the opportunity to help a family for their next move."

In order to serve people at the highest level, Malik understands the importance of self-development. He strives to take real estate, negotiation and business courses regularly. He also is an avid reader to improve his knowledge about real estate, marketing, investing, staging and anything that helps his clientele with their goals.

Malik is productive as a broker by utilizing various technologies throughout the buying and selling process. Using best-in-class CRM systems, email marketing tools, websites, social media marketing, video marketing and automation, he leverages his time effectively and comprehensively services clients.

Outside the office, Malik loves to spend quality time with his family and likes to try local restaurants with his wife, Josie. He enjoys playing music in his spare time and had been a part of the local music scene prior to entering the real estate business. He has performed in front of large crowds with diverse audiences, giving him the confidence to be so well connected with people.

If you're in the market to buy or sell real estate in Windsor and the surrounding area, Malik would be honoured to serve you with passion, integrity and empathy. He can be reached at www.danialmalik.ca or directly at 519-991-7376.

DANIAL MALIK, MBA

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Photo by Pat Scandale/ Story By Alyssa Leonard

MATT McSHANE



What Matt's Wearing:
Shirt: Blu By Polifroni
Pants: Brax
Belt: Johnston & Murphy

As a broker, entrepreneur, team leader and former mortgage agent, Matt McShane knows how to help clients buy, sell, finance and profit from properties in Windsor-Essex County. As a Valente Diamond Member, McShane has been a consistent, multi-million-dollar top producer for the last ten years in a row and knows how to get clients into their dream homes.

McShane and partners are thrilled to announce that they've launched a new business this year, HMT Homes. The Tarion-approved builders include a licenced architectural engineer and will be focusing on both residential and commercial properties.

"We're looking forward to riding this incredible wave that's happening in Windsor right now and leaving our own little footprints and impact within this amazing community," adds McShane.

This real estate broker of Remo Valente Real Estate has more than 17 years of experience and knowledge to ensure clients get prosperous, effective results. Utilizing his real estate team, he has an immense understanding of residential sales, commercial sales, investment property and industrial sales. He even has his mortgage license to educate his clients better.

"What sets me apart is my level of care to each client. To me, it really is all about customer service," says McShane warmly. "I am always going the extra mile for my clients so they can have a greater understanding regarding the situation and the financial requirements. I like being able to articulate things to them since I understand the financial end differently than most agents."

"A few compliments I normally get are that I save people money and that I'm forthcoming with information and advice," explains McShane. "I try to use my knowledge and experience to help clients with any of their needs."

Located at 2985 Dougall Avenue, McShane welcomes clients to stop by his Valente office and experience how he can help them buy, sell, or build the perfect home.



PHIL PICCININ KEEGAN BRENNAN JAY LUTSCH

With over 25 years of property management experience, partners Jay Lutsch, Phil Piccinin and Keegan Brennan at Talis Group want you to know that your property is their priority. Specializing in snow and ice control, property maintenance and landscape, and commercial cleaning and janitorial, Talis Group ensures that their clients get the highest quality and standard of work without the headache of managing multiple subcontractors and properties.

"Janitorial was the first cornerstone of the Talis business," states co-owner and partner Jay Lutsch. "With the current pandemic causing a massive world shut down and a need for extra services, we wanted to provide the best possible services while keeping our community safe. It was at that point that we realized we had an opportunity to help our community partners grow their businesses with us. We are truly becoming the go-to company for the public sector as our customer service and management experience provide peace of mind for our clients."

With hundreds of commercial and residential properties across Ontario under their care, Talis Group has quickly grown to become a major competitor and one of the leaders in the property management industry. Since their launch in November 2020, Talis Group has already grown into a multimillion-dollar organization. They offer a full-service experience, including snow and ice control, property maintenance and landscape, commercial cleaning and janitorial, and residential and commercial construction services. The company prides itself on devoting a lot of time toward working with its service partners and subcontractors.

"For our subcontractors, we are a matchmaker, representing the number of properties that we do. We are often solicited to help smaller companies find properties to service that match their skillset and experience. We help and train our subcontractors each step of the way, offering our support and setting them up for success," explains co-owner and partner Keegan Brennan.

"We've developed a lot of strong relationships with the companies that work for us, and their loyalty has been outstanding. And you can see that in the quality of service that we offer," adds co-owner and partner Phil Piccinin. "We try to be as fair as possible. We want everybody to succeed, and we try to pull up our service partners and help them out along the way."

This partnership believes in giving back to the community, which is why they strive to be community-minded in everything they do. They are involved with several local charities, and their involvement within the community will only continue to grow as they continue to grow as a company.

For more information, please visit www.talisgroup.ca.



What Phil's Wearing:
Sport Coat: Jack Victor
Shirt: Soul Of London
Jeans: Mavi
Shoes: Good Man Z

What Keegan's Wearing:
Sport Coat: Jack Victor
Shirt: Blu By Polifroni
Jeans: Mavi
Shoes: Bugatti

What Jay's Wearing:
Sport Coat: Soul Of London
Shirt: Blu By Polifroni
Jeans: 34 Heritage
Shoes: Bugatti

SIDNEY OMORODION

For years Sidney Omorodion has been providing quality mortgage products to his clients in the Windsor-Essex area and throughout Ontario. By fostering close relationships with real-estate agents, buyers, and sellers, Sidney has built a career out of providing exceptional service and striving to be the most knowledgeable person when it comes to mortgages. Specifically, he has a deep understanding of the loan market, which is a key to success in Ontario's hot real estate market. Strong core values like honesty and integrity have allowed Sidney to thrive in the current lending environment and ensure he will be assisting clients with their loan and mortgage needs for years to come. A top 10% CIBC producing Mobile Mortgage Advisor for 2017, 2018, 2019 and 2020, Sidney always puts clients first.

"Working for one of the top five banks in Canada, as a Mobile Mortgage Advisor I have a lot of responsibility, and I always ensure to cater to my clients. The purchase process plays a strong part in putting things together and making dreams come true for my clients, getting them the right product is what's most important. It's not about making a buck; it's about tailoring the correct solution for the client," explains Sidney Omorodion. "I love what I do! This is my dream job and it's a very rewarding job with a great company."

Sidney provides a range of lending services for investors, realtors, ensuring that each client receives customized solutions for their unique needs, goals and business plans.

"I believe in waking up with the right mindset and energy. I have a lot of passion for what I do, and I love helping people. There's a huge joy in taking care of families and seeing your client purchase their home. I do my best to take the time and listen to my clients and their story, so I can take the time to tailor a solution for them," explains Sidney. "It's important to understand your client's current situation, where they want to go, what they want to achieve, and how you can get them there. I find myself very approachable and transparent so that if there are any complex issues, I am able to take care of them. I work with a great team and we're able to provide endless solutions."

Operating with integrity, Sidney hopes to continue to grow, invest in himself, and, most of all, the community. The African Canadian native enjoys playing basketball, watching Netflix, watching the news on CNN, shopping at FREEDS as he finds the fashion spectacular, and of course, spending time with his family.

"I'm happily married to my beautiful wife Mamaka, who is a nurse and such a giving, loving person, and we have a beautiful daughter, my little princess Michelle, who is five years old and has completely stolen my heart," he explains.

Sidney has received numerous awards from various organizations due to his steady and profitable production. He attributes the ability to structure deals on a vast knowledge of guidelines, the secondary market, and exceptional client service. To contact Sidney Omorodion and see how he can help you, email sidney.omorodion@cibc.com or give him a call at (519) 965-5267.



What Sidney's Wearing:
Sport Coat: Coppley
Shirt: Emanuel Berg
Pants: Sunwill
Shoes: Cole Haan

Photo by Pat Scandale/ Story By Alyssa Leonard

MARCO SPERDUTI

Marco Sperduti not only has the skill and experience to ensure a successful real estate transaction — he also has that personal touch. This funeral director turned real estate agent has over 20 years of experience working with families who put their trust in him and still do, just now in a different way.

“People trusted me to help them make some very important decisions at a vulnerable time, and I hoped that would translate into real estate,” explains Sperduti, now an agent with Pinnacle Plus Realty Ltd.

Whether it's helping families with important life decisions or switching careers to help start his own, family has always been Sperduti's focus. He first got into real estate because of his love for investing in properties, but what pushed him further was when he began flipping houses to raise money for in vitro fertilization (IVF) to start his family. After a while, he realized his hobby had become his passion.

“I decided to do it full time and step away from the funeral part of my life, even though it's wildly important,” adds Sperduti, who still holds his licence at Families First. “It was a very fulfilling career, and I helped many families. I still help from time to time, families that I've cared for over the years. I'm so grateful to anybody that continues to trust me to help them now.”

In this hyper-inflated market, Sperduti has seen people buying up investment properties as quickly as they appear on the market. This real estate agent, however, has a more deliberate and methodical approach. He knows that investing in real estate is a lifelong journey and not something you should expect immediate gratification from.

“Is your life better?” asks Sperduti. “In any decision that I'm making with my clients, whether it be investors, people looking for new homes, or first time home buyers, I always ask, ‘Is your life better?’ Whether you're moving to downsize, buying an investment property for long-term growth, or wanting different amenities — whatever the reason, if you can't answer, ‘Yeah, my life's better by making this move,’ then don't do it.”

Sperduti has a great love for Windsor-Essex County. He's grateful for the life that this region has created for his family, a far cry from being shepherds in Italy before his family immigrated to Leamington.

“Three of my transactions this year already were new Canadians, which is incredible. My family has only been here since '54, so somebody had to help us back then. I was very grateful to help those clients this year. It was my good deed to pay it forward,” explains Sperduti. “This region has given us such a great life.”

Loving to give back to the community, Sperduti enjoys supporting all local charities, especially the Goodfellows, who holds a special place in his heart. He enjoys playing golf, though he admits he isn't very good, and spends most of his free time changing diapers and refereeing four-year-old meltdowns.

To learn more about Marco Sperduti and his listings, visit www.realmarco.ca

What Marco's Wearing:
Sport Coat: Fish Named Fred
Shirt: 7 Downie
Jeans: 34 Heritage
Belt: 7 Downie

MARCO
SPERDUTI
REAL ESTATE AGENT



PINNACLE
PLUS REALTY LTD



FROM THE 1500s TO MODERN DAY: HOW GOLF FASHION HAS EVOLVED



Golf as we know it today originated back in the 1500s on the green moors of Scotland. The cooler climate helped determine the attire players wore — plaid or tweed jackets and caps, starched collars, knickerbockers (baggy-knee pants) and sturdy shoes. Since then, the game has changed significantly, and so has the attire. Over the years, the overall look and style of golf attire has become synonymous with the sport.

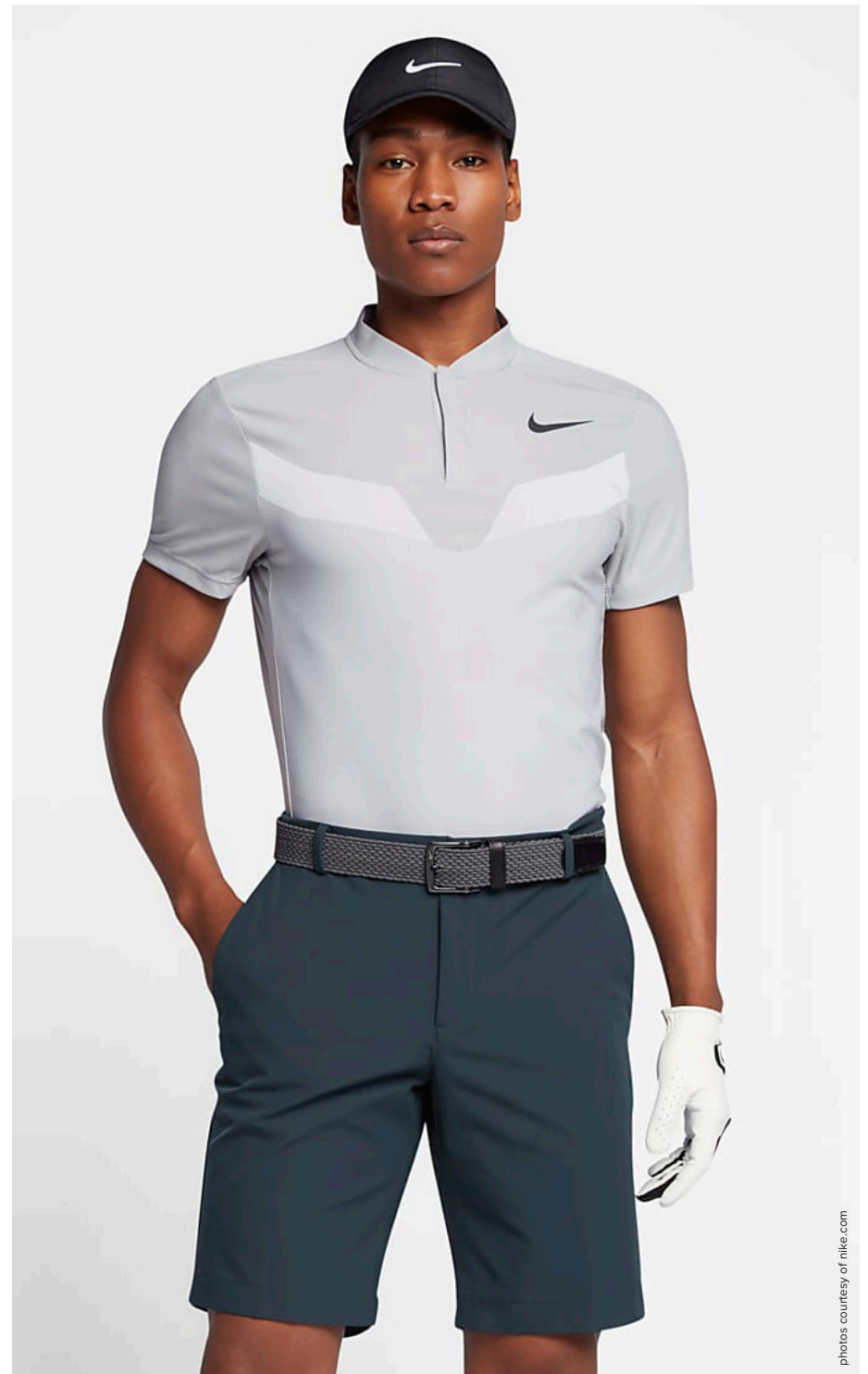
By the 19th century, golf attire hadn't changed much. However, now that women were allowed to play, Victorian golf dresses were the main golf outfit for female players. Unfortunately, these outfits were often too tight and constricted their swings and putt.

According to *Vanity Fair*, well-dressed golfers in the early 1900s wore a single-breasted jacket, waistcoat, knickerbockers, long socks, "spectator" shoes and a golf cap. For women, the long and narrow bicycle skirts came in. During the 1920s, upper-class players added patterned long socks, two-toned shoes, exuberant shirts, plus fours (knickerbockers with four inches (10 cm) of additional length), ties and knitted cardigans. As for female golfers, they said goodbye to corsets and wore two-piece jersey dresses, which gave their arms more freedom to swing.

White or gray flannel pants replaced knickerbockers in the 1930s and, thanks to a heatwave during the US Open in 1933, the attire quickly shifted to the more lightweight and casual clothing that we still see today. The 1940s and 1950s introduced knitted golf shirts, lightweight and colourful pants, shorts and the iconic oxford shoes. Many women still wore skirts, but some transitioned to pants and shorts.

It was in the 1970s, however, that one of the most notable shifts in golf attire happened. The groovy-era fashion introduced colours like purple, magenta, and kelly green. Professional golfers were seen on North American TV wearing mock turtle necks, golf shirts, houndstooth and checks-patterned shirts and pants, as well as brown polyester pants. Another significant shift in fashion came during the 1990s when designer brands started offering athletic sponsorships. Levi's, Nike, and Tommy Hilfiger began incorporating their logos on the athletic wear seen on professional golfers, influencing consumers at home watching pro golf on TV. Visors, polos, tartan sweaters and long shorts were among the new fashion trends.

Men's fashion today blends various styles and patterns from over the years, such as knit collared golf shirts, along with their updated visors, polos, ventilated pants, zippered pockets and flexible shoes. During the cooler months, golfers often don a vest, cardigan or jacket. Women today tend to wear matching two-piece shirts and pants, skirts or "skorts," plus sun visors or hats, sunglasses and belts. As for junior golfers, many brands offer youth-sized iterations of what the pros wear, from polos and bottoms to socks, gloves and hats.



photos courtesy of nike.com



Modern technology has also introduced newer fabrics, incorporating moisture-wicking, anti-odour and wrinkle resistance, to enable better mobility, ventilation, and practicality for players to stay cool while performing and looking their best.

The golf fashion industry has seen a significant spike over the past few years, thanks to many of the younger generations showing interest in golf. As a result, several newer brands are designing golf attire aimed at Gen Zs suitable for both on and off the green. Within the last year, there's been an even more noticeable jump in interest in golf. Thanks to its socially distant nature, and less access to outdoor competition, COVID-19 has given golf a boost like no other sport.

Modern technology has also introduced newer fabrics, incorporating moisture-wicking, anti-odour and wrinkle resistance, to enable better mobility, ventilation, and practicality for players to stay cool while performing and looking their best. There is even a brand of activewear that self-corrects the wearers' posture and improves chest mobility to help golfers avoid future injuries.

However, even though the golf fashion trends continue to be more casual, keep in mind that many clubs still require a dress code. Fortunately, several notable brands have their own line of both casual and proper golf attire. Here at FREEDS, we carry golf fashion lines from Nike, Hugo Boss and Lacoste. To see which of their products we have for you, stop in today!



photos courtesy of global.lacoste.com

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Zipper Jacket: Hugo Boss
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 Jeans: Paige
 Shoes: Good Man

FASHION



Top: On Running
Leggings: On Running
Sunglasses: Quay
Shoes: On Running
Waterbottle: Swell



Shirt: Nike Golf
Shorts: Nike Golf
Shoes: On Running

FASHION



Top: Dêluc
Shorts: Mavi Jeans
Sunglasses: Quay
Shoes: UGG



Shirt: Tommy Bahama
Shorts: Projek Raw
Sandals: Hugo Boss

FASHION



Top: Dêluc
Jeans: 7 For All Mankind
Shoes: UGG
Belt: Michael Kors
Jewellery: Jenny Bird

Photo by Pat Scandale/ Story By Alyssa Leonard

ANDREW J. SMITH REAL ESTATE TEAM

Dana Abby Francesca GRAY PICHE VACCARELLO



At Deerbrook Andrew J. Smith Real Estate Inc., when you work with one of the team members, you have the experience of the whole team behind you. With more experience comes more attention and support. They have multiple skill sets, styles and schedules at their disposal. The Andrew J. team has helped hundreds of clients all over Windsor-Essex to buy or sell their homes. They guarantee they won't miss a property or a showing.

Dana Gray has been a licensed realtor for five years and has worked with Deerbrook Andrew J. Smith Real Estate Inc. for the past three. Before that, she was immersed in the world of real estate, working alongside her husband and Gray Development Group Inc. for several years. She brings integrity, energy, hard work and creative service to every real estate transaction.

"I am a hustler, and I have a passion for assisting people. I believe that real estate plays a key role in allowing you to live your life by design, and I am happy I get to be a part of making that happen for my clients," says Gray. "I am fortunate to be surrounded by my successful team, who make me excited to work."

Abby Piché is a real estate broker who has a natural ability to connect with people and build strong relationships. She is committed to providing an exceptional client experience and thrives in a rapidly changing environment. Whether working to buy, build, or sell, Piché ensures that the process is as positive and efficient as possible.

"Every client and transaction is different. So my first step is always to understand what my client's circumstances are and what their vision is. From there, I work with my client to develop a strategy to make the process as efficient as possible," explains the realtor of three years. "Real estate is a wild ride and I love it."

Francesca Vaccarello has been Andrew's administrative assistant for the past two years but will be a fully licenced real estate agent with the team by August 2021. During her time with the Andrew J. team, she has learned the daily business practice of real estate. After seeing firsthand how thrilling and rewarding this career path is, she felt driven to get her licence by her passion for helping people.

"Buying a new home is one of life's most important decisions. I am willing to put in the work and put clients first to see a successful outcome. I am looking forward to being a part of this experience with every client as I gain great satisfaction in knowing I have helped people through major times in their lives," exclaims Vaccarello. "To my future clients, I look forward to serving you and am committed to making this a rewarding experience for you."

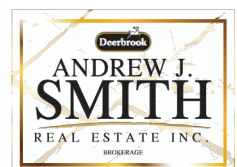
The Andrew J. team is available 24 hours a day, seven days a week, to assist you with your real estate needs. To learn more, visit www.andrewjsmithrealty.com.

What Dana's Wearing:
Top: Karen By Simonsen
Skirt: Joseph Ribkoff

What Abby's Wearing:
Jumpsuit: Joseph Ribkoff

What Francesca's Wearing:
Top: B.B Dakota
Skirt: Grazia
Shoes: Ted Baker

PROUD
TEAM
MEMBERS
OF



Abby Piché
REAL ESTATE

ANDREW J. SMITH REAL ESTATE TEAM

Olivia Ashley Amanda BELLIVEAU SWEET ANDREWS

When you choose to work with Deerbrook Andrew J. Smith Real Estate Inc., you're choosing to get the collective experience and expertise of the entire team. Therefore, you can be assured that there is always someone available to answer your questions, meet you at a listing, or offer any advice when you need it.

Amanda Andrews has been selling real estate since 2012 and has been loyal in the service industry for 20 years. She specializes in new home development and resale residential homes across Windsor-Essex County. Her success is based almost exclusively on positive referrals, thanks to her tireless work ethic on behalf of her clients and her candid advice. She joined the Andrew J. team seven years ago and has never looked back.

"I love my job because every day there's something new. I also love meeting new people. I've been introduced to amazing families and become super close to them during the buying and selling period. I still find myself in contact with them even after the process is over," exclaims Andrews. "But the best part of my job, especially with the way the market is right now, is getting to make the call where I tell them they got the house. I crave this."

Ashley Sweet began selling real estate two years ago and joined the Andrew J. team five months ago. This honest, fair and hardworking real estate agent ensures that her clients are thoroughly informed of the market and well prepared before making any decisions. When a transaction is completed, it's never the end of her relationship with her clients; it's just the beginning.

"My process is quite simple; I have no gimmick or catchphrase — I'm just myself," says Sweet. "All of my personal and business endeavours have to be in alignment with what's authentically me."

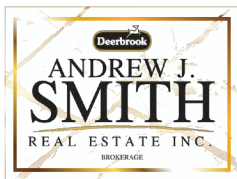
Olivia Belliveau is new to the Andrew J. team, having joined just over a month ago. However, she brings to the team a lot of knowledge and understanding in the buying and selling process with five years of experience as a real estate investor. She has a big desire to see others do well and succeed, whether it's finding a home for a family or an investment property.

"I have been through six properties thus far, so I felt the natural progression was to obtain my real estate licence and share my love in buying and selling with my clients," explains Belliveau. "Being able to be a part of such a big decision in my clients' lives and the excitement and joy on their faces after making a successful transaction is indescribable."

The Deerbrook Andrew J. Smith Real Estate Inc. team is available 24 hours a day, seven days a week, to assist you with your real estate needs. To learn more, visit www.andrewsmithrealty.com.



PROUD
TEAM
MEMBERS
OF



What Olivia's Wearing:
Dress: Spencer & Shaw

What Ashley's Wearing:
Dress: Joseph Ribkoff

What Amanda's Wearing:
Dress: Susana Monaco

Photo by Pat Scandale/ Story By Alyssa Leonard

ANDREW J. SMITH REAL ESTATE TEAM

Donika Stephanie GJOCAJ TRIPP

Real estate is the type of business that flourishes by word of mouth. That's why sales representatives Stephanie Tripp and Donika Gjocaj with Deerbrook place a high priority on getting to know their clients and providing a tailored customer service experience.

"As a realtor, there is no greater compliment than receiving a referral from a past client who wants their own friends and family to receive the same positive experience," says Tripp.

Tripp and Gjocaj first met back in university when they worked together as servers. Tripp's passion for real estate grew through real estate investing, and she became a licenced realtor in 2016. After a couple of years in the business, she approached Gjocaj about getting her real estate license and coming to work with her. Since they both shared a strong work ethic and an aptitude for customer service, the partnership seemed like a well-suited match. Together, they formed Steph & Donika Real Estate.

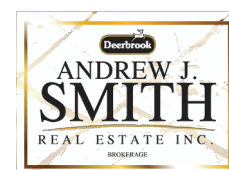
This sales duo knows that integrity and honesty are the key ingredients to building a strong and long-lasting business. They use a combination of advanced marketing, market knowledge and personalized guidance to help their clients find their dream homes or sell their properties for top dollar. Their objective is to assist people in making the decision that is right for them.

"Sometimes, that means advising them not to buy or sell at a particular time. As a result, we have received countless referrals from individuals who were grateful for our honest advice and consultants' approach to real estate," explains Gjocaj.

"When you choose to work with us, you will experience a genuine relationship with real people, who have real life experience with home buying and investing in real estate," adds Tripp. "It's important to pair up with a full-time realtor who has a constant and reliable pulse on the market. We have sold hundreds of homes and built a deep understanding of our local market, which allows us to pivot and evolve to better serve and protect our clients when we feel it shift."

Experience the Steph & Donika Real Estate team today! Check them out on Instagram via @steph.and.donika.realestate or call (519) 991-5534 to reach Stephanie and (519) 903-4668 to reach Donika.

PROUD
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MEMBERS
OF



What Donika's Wearing:
Top: Cream
Pants: Sadie & Sage
Shoes: Nine West

What Stephanie's Wearing:
Top: Joseph Ribkoff
Jeans: Guess
Shoes: Nine West

DANIEL K. ANGELO TOPP MINARDI

If all the world's a stage, the spotlight shines brightest on the courtroom.

"I love being in court," stresses criminal defence lawyer Daniel K. Topp. "Court's like a stage, and we all have a role. I'm in the courtroom every day as a trial lawyer, and I love everything about it; it's adrenaline to me."

As you can see, he certainly looks the part. Now in his 20th year, Topp knows the importance of looking good in a courtroom. "As a trial lawyer, the way you present yourself to the judge and public is important," explains Topp. "It represents who you are. Looking good is part of the winning solution, which is why I like to look good."

When the pandemic hit, Topp Law quickly evolved to meet the needs of its clients. "It's like a brave new world in the court system. They've dragged us into the 21st century. My associate, Angelo Minardi, excelled at helping us with the unexpected transition."

Minardi articulated with Topp Law and, after he was called to the bar last May, he hit the ground running. "Even though he's young, he's gaining a lot of experience right now," says Topp, president of the Criminal Lawyers Association. "He's been an integral part of my practice. He's the perfect fit."

"What appealed to me about being a lawyer, especially a criminal lawyer, was just the nature of the job. It's fun and challenging," explains Minardi. He had the opportunity to work in Michigan after law school but ultimately decided that Windsor, his hometown, is where he belongs. "I look at Windsor as a place full of potential. I'm passionate about Windsor, and I love it here. It's a unique place to practice law as opposed to other jurisdictions because we have the Canada-U.S. border."

Minardi knows that any leg up you can get will help you succeed. "This job is adversarial and competitive. So I think looking sharp is extremely important. Not even just in front of a judge, but for your clients and for opposing counsel as well. That's something Daniel taught me. It's a serious job, and you've got to dress the part."

An outspoken Tigers fan and classic car collector away from work, Topp is looking forward to when they can get back into the courtroom. "Even though we're stuck in the office, business casual does not exist in our realm. We're still in three-piece suits every day, taking it very seriously. Even though many things have relaxed during the pandemic, with the serious nature of our profession, we still need to dress the part when seeing our clients or standing before a judge via Zoom."

If you've been charged or have reason to believe you might be charged with a criminal offence, you need strong representation to protect yourself from fines, additional charges, civil suits, and damage to your reputation — not to mention jail time. Topp Law is available 24/7, and initial consultations are always free.



TOPP LAW

What Daniel's Wearing:
Suit: Made To Measure Coppley
Shirt: Eton
Tie: Canali
Shoes: Mezlan

What Angelo's Wearing:
Suit: Made To Measure Coppley
Shirt: Eton
Tie: Dion
Shoes: Johnston & Murphy

Photo by Pat Scandale/ Story By Alyssa Leonard

ANNA VOZZA

BROKER



Anybody can sell a house, but what's important is that you sell them a home. That's how Anna Vozza explains it. As a real estate broker for Bob Pedler Real Estate Limited Brokerage, Vozza remains as committed as ever to traditional customer service and straight-up, person-to-person interactions. This is the Vozza Advantage, and it's been that way from the start.

"My favourite aspect of this business is the lives I touch. I am a people person, and I really enjoy what I do because I love working with people," says the real estate broker. "No matter how much technology advances, it is still a business of building relationships. People need to feel comfortable and treated with respect in every transaction, no matter what."

Vozza graduated from the University of Windsor's school of business with a healthy appetite for further studies. However, spurred by wise counsel from her late older brother and mentor and supported by her family's roots in the local construction and development industry, she decided to try her hand at real estate after graduation. Needless to say, the profession was a perfect fit.

"As the daughter of immigrants who came to this country for a better life for their children, I was always encouraged to focus on education," recalls Vozza, who had planned on pursuing law school. "At the end of the day, education came first. Never did I think this is what I would be doing but I quickly fell in love with it."

"A lot of what I've done has been tied in with my dad, who started in construction, and my parents' involvement in investment properties and business," she explains. "My family members, particularly my older brother, are the roots of who I am. They are who guided me to get to where I am today, personally and professionally."

Vozza is forever grateful to her parents for immigrating to Canada from Italy. As immigrants, they took an obligatory route because their only dream was to provide for their family and give their children a future full of opportunity. They never felt like they did enough, even though the family's world exists because of them.

Her parents' sense of family has been instilled in Vozza. She takes that sense one step further by treating her clients like family and each property search as if it was for her own. Her focus on genuine personal relationships has brought her significant success. While her main focus was residential real estate, her family background and knowledge of the building and designing allowed her to gain a foothold on the business's commercial side as well.

Vozza also devotes her time to several charitable causes in Windsor and Essex County. Notably, she is actively involved with Windsor Regional Hospital's ongoing fundraising initiatives, and she is also a longtime past board member of the Ciociaro Club of Windsor.

Discover the Vozza Advantage today by visiting www.annavozza.ca.

What Anna's Wearing:
Blazer: Joseph Ribkoff
Top: Joseph Ribkoff
Skirt: Joseph Ribkoff

discover the
Vozza
advantage

Bob
Pedler
Real Estate Limited
Brokerage



Put a Lion
on your Lawn

VERGE REAL ESTATE TEAM

Tiffany VINCENT Renée HANEY

"Who can I help and what can I learn?" is the motto that the Verge Real Estate Team lives by. This Windsor-Essex County team is composed of three business partners, Isaac Verge, Sara LaPorte and Darin Schiller, six team member agents, Doug Silvester, Jordan Silvester, Roger James, Tiffany Vincent, Renée Haney and Laurence Sabga, and two rock star administrative professionals, Mary Walsh and Melissa Cassidy, who keep everything running smoothly. Together, this team works collaboratively to ensure their clients receive the best possible outcome.

"We want to be the person that's invited over for dinner. We want to be who you think about for more than just real estate because we've had a significant relationship impact on your life," explains Business Partner and Sales Representative Isaac Verge. "Our goal is not to just sell someone anything. It's to ensure that our clients are fully educated on the best approach and strategies so that they can get the best outcome. We do this collaboratively because, in order to ensure that our clients have the best experience, it takes more than just one set of hands and one mind."

Verge Real Estate Team formed approximately five years ago. Combined, the team has over 70 years of collective real estate experience, guaranteeing excellence and expertise when it comes to your real estate needs. With a network of agents that are not just local to Windsor, this team brings the best practices they can find to Windsor-Essex, including those not commonly used in this region.

"We look at what organizations are doing elsewhere and try to implement those strategies to make sure that our clients have the best possible experience," states Verge. "We are always working hard for your referrals and, at the end of the day, we want your experience to be something that you're going to tell people about."

Sales Representative Roger "Secret Agent" James brings much to the table with his high level of integrity and dedication. He works hard for his clients to ensure that the people who put their trust in him and the team are well looked after. In addition, as a real estate investor himself, James brings the experience and knowledge he can share with people looking to grow their own investment portfolios.

Renée Haney is the most positive, enthusiastic and high-energy sales representative on the Verge Real Estate Team. She has a passion for helping people achieve their real estate goals. Haney is a tireless worker who has a knack for lighting up the lives of everyone she meets.

Sales Representative Tiffany Vincent is a newer member of the team. She comes from a background in healthcare and also co-owns Mihorens, a local automotive business, with her husband. This hardworking hustler is a strong negotiator and advocate who loves to help growing families find the perfect home.

Laurence Sabga is the newest sales representative on the Verge Real Estate Team who has already shown great success. His first-in-the-office mentality just adds to his constant hunger for knowledge. This hardworking agent's goal is to ensure his clients feel like family.

Doug and Jordan Silvester were partners in a very successful real estate group that the Verge Real Estate Team admired and enjoyed working with. Doug has been in business for over 30 years, even running real estate offices. Jordan is an investor and a successful REALTOR®. In November 2020, the two joined the Verge Real Estate Team, and it's been a tremendous fit. They've brought the team a depth of knowledge and expertise that has been an incredible resource.

Mary Walsh comes from a real estate background, working as a sales representative for a number of years. She has a deep understanding of the processes needed to ensure a great experience for the team's clients. She works as the team's lead operations manager, overseeing Melissa Cassidy and the amazing work she's doing to support the team and clients behind the scenes. The administration team are the unsung heroes of the operation who keep everything running smoothly.

"I believe that our team is truly like a very functional family. We all support each other, and real estate is not always like that," explains Verge. "We are fighting to do the absolute best we can and to deliver at the highest possible level. But the vibe, the camaraderie and the energy of our team is just incredible. I think that harmony really translates in what we provide for our clients."

Discover the Verge Real Estate Team experience today! Call 519-566-7788 or visit www.vergerealestateteam.com to learn more about this unique real estate team.



What Tiffany's Wearing:
Dress: Joseph Ribkoff
Shoes: Ateliers

What Renée's Wearing:
Top: Esqualo
Pants: Joseph Ribkoff

VERGE REAL ESTATE TEAM

Doug Laurence Roger Jordan
SILVESTER SABGA JAMES SILVESTER



What Doug's Wearing:
Shirt: Bugatchi
Pants: Brax
Shoes: Goodman

What Laurence's Wearing:
Shirt: Blu By Polifroni
Pants: Brax
Belt: Benchcraft
Shoes: Bugatti

What Roger's Wearing:
Shirt: Blu By Polifroni
Pants: Brax
Shoes: Nunn Bush

What Jordan's Wearing:
Shirt: 7 Downie
Pants: Brax
Belt: Benchcraft
Shoes: Johnston & Murphy

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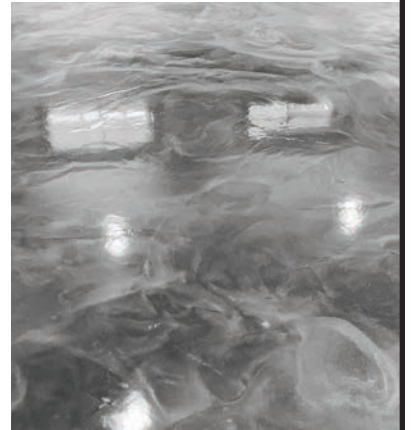
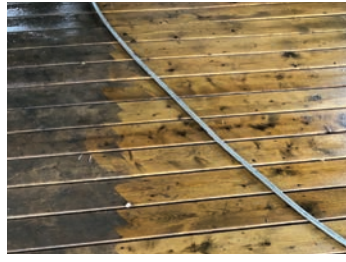
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TINA PICKLE & The Legal Edge Team



"When we decided to sell our home, we wanted a real estate agent who was honest, trustworthy, up-to-date and successful. Mark, Tina and the Legal Edge Team were all of those things and much more. They all worked tirelessly and persistently to market our home, were always available to talk, and provided us sound, professional advice along the way. Mark, Tina and Donna came through in spades for us, and we highly recommend them if you're thinking of selling or buying a home."

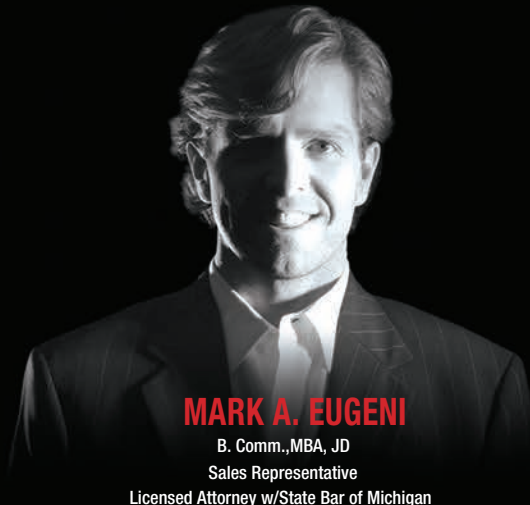
**Tim, Michele
& Emma Stewart**



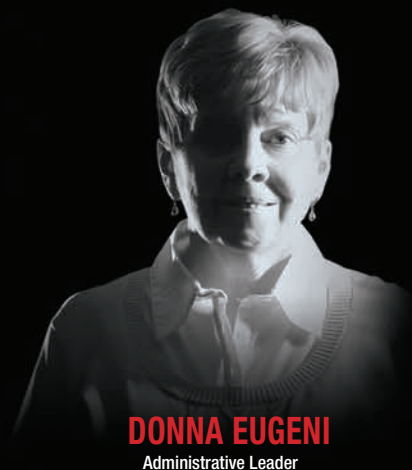
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TINA PICKLE
Sales Representative



MARK A. EUGENI
B. Comm., MBA, JD
Sales Representative
Licensed Attorney w/State Bar of Michigan



DONNA EUGENI
Administrative Leader

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