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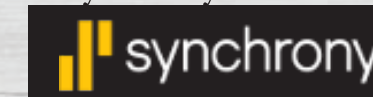



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# hello summer

Summer is here and thankfully, Covid-19 is moving on.

What a difference a year makes. The rapid vaccination rollout has been such a blessing!

Families and tourists are arriving once again to enjoy our beautiful beaches, waterways, and golf courses. We have a whole new appreciation for hugs! Many parents and grandparents finally get to visit their kids and grandkids in person after a very long and isolating pandemic year. We loved seeing the many reunion videos on social media.

The weather was fantastic on the beach for Mother's Day. Kites were flying in the breeze. Toddlers were loving the best playground on earth; just being outside in the warm sunshine, digging in the sand, and getting chased by Grandpas. And yes, it was the grandpas who were having the most fun.

This month we get to celebrate our Dads. I was blessed to have two of the best parents a child could have. My dad was amazing on so many levels. I adored him, and he could rarely get out of the house without me tagging along. He cherished my mom and they showed me how a good marriage is supposed to work. They were so in love that after 30-plus years of marriage, when on vacation, people would often ask them if they were on their honeymoon!

They say little girls want to marry someone just like their dad. I am very thankful that I was able to do just that. Here is a shout-out to Bill, who is not only a wonderful husband, but also the best dad our two kids could have. Happy Father's Day Bill and to all of the wonderful dads out there. Enjoy YOUR day! Keep posting those pics with your kids. We love them!

See you at the beach!

Anita and Bill



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moving? ←

# Tips and Tricks for a SMOOTH Move!

Written by Charlene Blanton -  
Owner, Caring Transitions of Myrtle Beach

*No matter if you are 8 or 80 years old, moving is nerve-wracking and overwhelming, especially when paired with right-sizing your life and selling your home! Moving is ranked #3 of the 5 most stressful life events, right after the death of a loved one and divorce.*

Moving is a daunting emotional, physical, and logistical undertaking...So much so that in 1992 they created a real medical diagnosis-Relocation Stress Syndrome. Basically, RSS or "transfer trauma" occurs when you are changing your daily habits and patterns when either preparing for your upcoming move or after moving into your new surroundings.



Yet, with a solid plan, you can have a smoother, less stressful transition! With 10 years of experience helping families successfully navigate the stormy waters of moving, here are some of the most important things when considering a move for yourself, a loved one, or your client:

**OVERESTIMATE HOW MUCH TIME IT WILL TAKE!** Budget more time rather than you think...Moving is time-consuming, as there are SO many dots to connect and plates to spin. The best movers are in high demand, often booking months out. It also takes a lot of time to sort through a house, attic, and garage full of belongings, often an overwhelming gut-wrenching process.



Think about touching EVERY item in your house, in EVERY cabinet, closet, and piece of furniture. Packing and unpacking everything you are moving are also both tasks that are tedious, demanding more time than folks realize.

**OVERESTIMATE THE AMOUNT OF PLANNING IT TAKES!** Again, there are a TON of tiny but super important logistics and details that go into planning a successful transition. A move checklist is a great way to cover all the bases. There are many different versions available online or through a relocation specialist. One forgotten detail can create a domino effect of chaos...

**DON'T UNDERESTIMATE THE AMOUNT OF PHYSICAL WORK!** Sorting, organizing, loading/unloading at donation, loading/unloading at the recycling center, packing, hauling packed boxes, loading/unloading furniture onto a truck, unpacking all those boxes, then disposing of the used packing materials are all very physical and demanding. Most folks do not realize just what back-breaking work it really is!

**OVER-BUDGET THE COST OF YOUR MOVE!** It is just expensive. Quality move materials, packing costs, mover's fees, moving insurance, replacing pantry and bathroom items, trips to the donation center, trips to the recycling center, storage fees, eating out, hotels - the list just goes on and on!

**UNDERESTIMATE THE AMOUNT FAMILY HELP!** Your loved ones and friends will quickly raise their hand to help. Yet, when it comes down to it, as we all know, life is very busy. While families and friends have lovely intentions, yet for many different reasons, families are not as readily available to help move their loved ones move.



**HIRE PROFESSIONALS!** The days of moving with pizza and your buddy's truck are passed. Professional, properly insured, relocation and moving companies are reliable, experienced, efficient, faster, safer, and have an abundance of insight. Relying on professionals definitely helps have less hassle than going at it yourself. Besides, who wants the backache of all that heavy lifting?

**OVERESTIMATE THE TIME IT WILL TAKE YOUR FORMER HOME TO BE "REALTOR® READY" AFTER YOUR MOVE OUT!** Try to remember what lurks behind all that furniture you are now pulling away from the walls. Think about cleaning out ALL the cabinets, shelving, attic, storage building, garage, etc. of the left behind "randomness" that the new owner does not want, and your REALTOR® does not want to be surprised by...



Totally overwhelmed and stressed out by reading this? Yes, a move of any size can be quite an ordeal. Hoping these key points will help you, your family or your clients have an efficient, more pleasant, less stressful, smoother move!

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# jerry string

*in the business of helping people*

*From protecting and serving the public through law enforcement to protecting and serving his clients through real estate, there is one thing certain about Jerry String: he is in the business of helping people.*

Originally from Cape May County, New Jersey, Jerry got his first taste of the real estate world at the tender age of eight. His neighbor was a REALTOR® for Century 21 and “hired” Jerry to deliver fliers for a nickel apiece. “We would drive all over different neighborhoods on the weekends, and I would run a flyer up to the front door of each house,” he said. “That was real marketing in 1980!”

Jerry’s role model throughout his childhood was always his father, Jerry String, Sr., who spent 25 years in the Air National Guard and taught his son the value of good work ethic and taking pride in what you do. His motto was, “If you’re going to do something, do it right the first time.” Jerry carried his father’s influence with him into adulthood. He earned a Criminal Justice Degree from Stockton University and became a police officer for 22 years in





Atlantic City. Throughout his law enforcement career, some of Jerry's assignments were Patrol, Tactical Response Team, and Crime Scene Sergeant. He was also on the S.W.A.T. team and became a Crisis Negotiator.

Jerry's longtime successful law enforcement career drastically changed almost overnight, and he was forced to make a decision: stay in New Jersey or close that chapter and open a new one. Atlantic City was facing bankruptcy. The state forced a takeover and starting making drastic changes to the city administration.

Jerry explains, "It was more beneficial for me to leave and take a partial retirement. After discussing our options, my wife Lisa and I decided this would be a great time to relocate to the south. This area has so much to offer. We really enjoy boating, fishing and the beach." Jerry adds, "There is a lot of history here, along with great restaurants, and we love the low country area. So we took a big leap of faith and moved our family down to sunny South Carolina in 2016. It is the best decision we ever made and we have not looked back." Once they were settled, Lisa went to work as an elementary school teacher, giving their family stability until Jerry figured out his new career path.

"I kept going back to the thought of becoming a real estate agent," he said, adding that his interest in the industry was heightened even further by his own process of searching for and buying a home. Jerry pursued his passion and went back to school. He obtained his real estate license in May 2019 and began working for Realty One Group Dockside, which set him up for success early on through its tremendous

support and training. Jerry had 38 closings in 2020 alone. "This was the best decision I ever made. My business has grown so much in such a short period of time that my wife is now working with me. We have always wanted to have our own business, and this was the perfect solution."

Now, Jerry and Lisa strive to help others be successful in their own relocation. "We strive to find the right area depending upon each family's needs. One thing that we always tell our clients is, 'Find an area that you love and that you can see yourself living in.' Even if we find the right house, if it is not in the ideal location, you can't change that," Jerry said. "Lisa and I are often like tour guides trying to showcase the beautiful Grand Strand that we live in. If we can successfully show clients all that South Carolina has to offer, then finding them a house is generally the easy part."

Jerry and Lisa have been married for 22 years and have two sons, Tyler, 20, a junior at the University of South Carolina, and Owen, 18. Now that Jerry and Lisa have teamed up and begun working together, the family has more freedom and flexibility to enjoy life together. They enjoy fishing, boating, traveling, and exploring new restaurants. Jerry loves to take his Labrador retriever, Salty, out on the boat while fishing or cruising up the Waccamaw River in his own downtime. He also enjoys walking the beaches with Lisa and looking for shark teeth and seashells. When he has time, Jerry's favorite activity is fishing 60 miles offshore for tuna and wahoo with his boys.

When asked to define success, Jerry had a simple and straightforward answer: finding something that you love to do that creates happiness day in and day out. In those words, it's safe to say that Jerry String has achieved success. "Waking up every day here in beautiful South Carolina and showing off the area puts a smile on our faces," he said. "We hope our children can see how much we enjoy our line of work and also find a path that they love in life just as much as we do."





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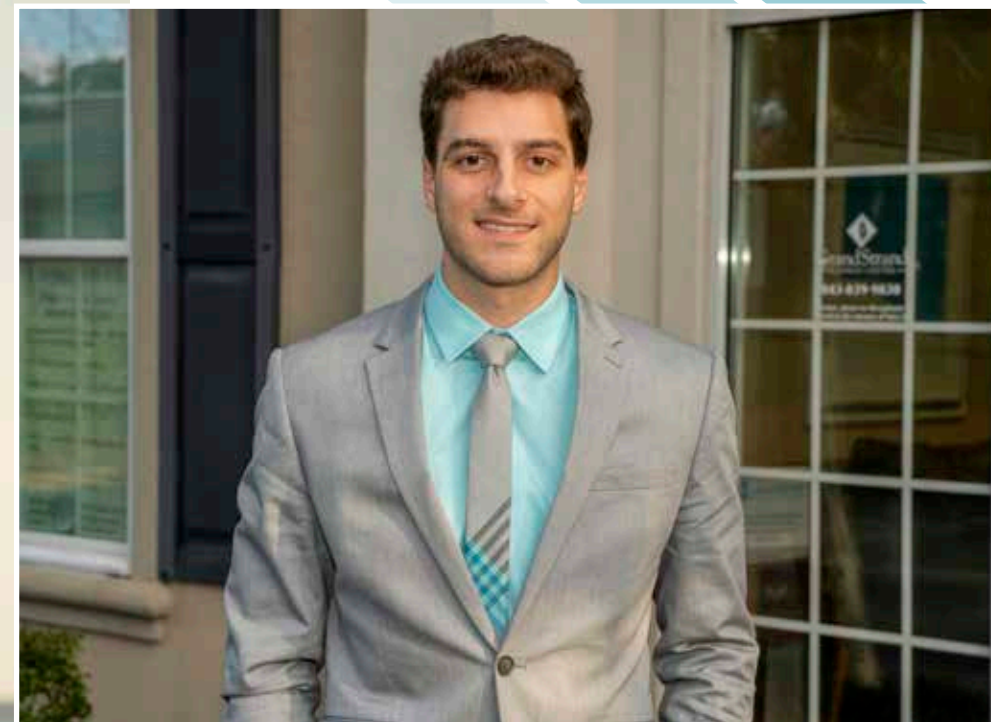




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Written By **Dave Danielson**  
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Carl Padavano is a Senior Loan Advisor with Princeton Mortgage.

"It's a great feeling seeing the expression of gratitude and appreciation of happy clients," Carl says. "For me, it's about the positive impact I leave for each and every person I work together with."

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"I make the mortgage process educational, so you understand the process flow from the first conversation through post-closing. I build a personal relationship with every client and want to be a continuous resource for people to reach out to any time," Carl emphasizes. "Every person can purchase a home if it's something they desire. I will work with you to build a plan of action from where you are now, to get you where you need to be."

The Princeton Mortgage approach succeeds each day with high standards and teamwork.



...

As he says, "Our whole team knows how to get the job done. I have an excellent understanding of products, guidelines, along with an amazing leadership and support team around me. Our Company Net Promotor Score, rated by clients, consistently stays in the top 1 percent of the Financial and Banking industry across the country."

Carl is a native of Voorhees, New Jersey. As he says, the finance and banking industry was always attractive to him — even as a young boy.

"I've always had a passion for money. I wanted to know how to make more, how to spend it wisely, how to invest it, and what to learn that would help propel me forward at such a young age," Carl says. "I saved all my dollars and even picked coins up off the ground to add to my piggy bank."

#### HIS PATH FORWARD

As Carl looked to his future, he had planned on graduating from college to work as a stockbroker on Wall Street.

Carl was driven and hungry to get started in the real world, so he packed his collegiate schedule with credits; to the point where he graduated in just three years. Before graduating, he interviewed with a couple of Wall Street investment banks.

"I learned in order to be a successful Investment Banker, you need to be heartless, relentless, work 80-100 hour weeks, and there is no letting off the gas. Someone smarter and better than you will always be right behind you, hungry to take your job," Carl says. "I thought very hard about what my life would become had I accepted an offer and began my career as an Investment Banker."

#### GETTING HIS START

Carl looked at other options and, in 2015, had an opportunity to become a Loan Originator. It just seemed to all make sense to him.

"I did a massive amount of research where I learned I could make just as much money as a stockbroker, every

loan I close I would directly help and improve someone's life, I was in control of my success, and the amount of people I could help was limitless," he says. "The one thing that stands out most; every deal I close, I know the client is winning."

Away from work, Carl enjoys learning more about new investment opportunities and making people smile.

"I am always researching new companies and new opportunities as they surface. I am also very competitive," he says. "I enjoy anything that involves a winner and a loser along with some friendly competition. Sports, board games, facing new challenges, and accomplishing new goals are all very exciting to me."

#### LEADING THE WAY

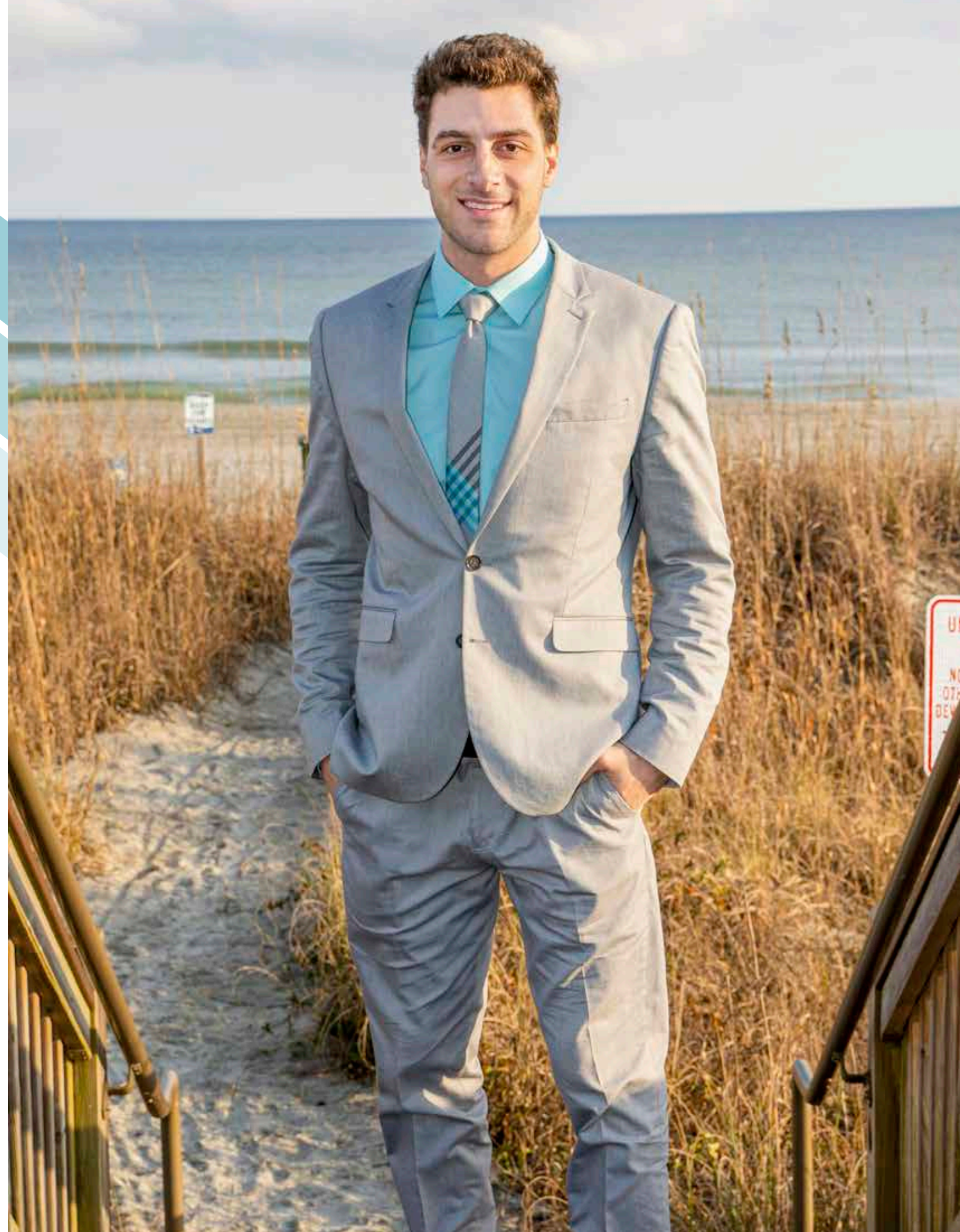
One of the most satisfying feelings Carl has is making a difference for clients.

"I want to be remembered as the guy that created my own success and then used the tools and knowledge to help others create their own success," he says. "Success is more fulfilling when other people make it with you. I want to work with winners and want to help deliver value that will provide tools for growth and new accomplishments. We are so confident in the services we provide that we guarantee customer satisfaction backed by our Princeton Promise. We do what we say we are going to do ... and connect people with the Effortless Mortgage."

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## SUPPORTING FIRST RESPONDERS THANK YOU FOR YOUR SERVICE!

# GEORGE SNEAD



George Snead

**THE FIRST THING ONE LEARNS WHEN TALKING WITH GEORGE SNEAD, OF SNEAD REALTY GROUP, IS THAT HE DOES NOT LIKE TO TALK ABOUT HIMSELF. HE WANTS ALL THE ATTENTION AND PRAISE FOR HIS GOOD WORKS DIRECTED AT OTHERS. HE IS THE DEFINITION OF A HUMBLE MAN. HE LOVES TO BE IN SERVICE.**

George **does**, however, love to talk about his favorite charity, “Unshakable Hope.” This is a mission that was started by Edmond Daniel, Associate Pastor of Trinity United Methodist Church in North Myrtle Beach and directed by a small group from the church. George is the associate chair along with Robert Jentilucci.

George is originally from Greenville, SC, but he grew up on the beach after moving here in third grade. Before he joined the real estate industry, he spent several years in the Restaurant business. George says, “It was a pleasure to work at the Captain’s Table in Myrtle Beach for ten years. It is such a beautiful setting, and I loved seeing our patrons enjoy their dining experience. Customer service has always been in my blood, so I took pleasure in making sure we provided the best experience possible.”

George continues, “I really enjoyed the restaurant business. Eating out is one of the top things our visitors like to do while on vacation. I loved providing them a great experience with really good food, great service, and a beautiful view.

The timing was right, though, when a good friend, Dan Moore, piqued

my interest in real estate and suggested I would be good at it. I was ready for a change and jumped right in! I went to work for Dan in 1996 and found I really liked it. I then worked for Jay Springs, who was the first owner of Barefoot Realty.”

Getting back to his passion for service, George explains, “The mission of the Unshakeable Hope mission is to honor and show our gratitude for first responders and their families. We reach out to these families that have made the ultimate sacrifice or first responders who have been permanently disabled in the line of duty. We hope to provide a stress-free and fun-filled vacation in Myrtle Beach. It is our desire to return smiles and hope to these most honorable and deserving families.”

This program started in 2019 and served two families. A policeman’s family was the first honoree. The police officer had been permanently disabled while working. George said, “It was such an honor to be able to treat them to a week at the beach. We put them in an ocean front condo and gave them \$500 in spending money. We went out to the community to get businesses to offer meal vouchers for them. We loved the generosity we found.”

This first family honored had three young daughters. George’s broker, Mark Albani, in addition to working in real estate, is also a writer of children’s books. Mark wanted to honor the family too. He visited them during their week at the beach and found them to be so appreciative of everything. The parents were thrilled to tell their daughters that Mark was actually the author of the book he brought, “Ricky and Bobo.” He read his book to the little girls. They loved it!

George sadly reported, “In 2020 we could only accommodate one family in our condo before the pandemic shut everything down. We were grateful that we were able to provide meals for the police department, EMS, and fire department three times.”

George continues, “For 2021, we are trying to locate families to serve. Finding the people, we can help is

the hardest part with all of the privacy laws. I was thrilled that I was able to meet with retired South Carolina highway patrol captain, Jo Nell. He knows of many families that meet the criteria for our help. I am grateful that Real Producers introduced me to him.”

“Jo now works for the state in a program that serves law enforcement officers who have been through traumatic incidents. He will work with me to connect our mission with several families in South Carolina who would love to have a relaxing week at the beach at no charge.”

George smiles, “These families are so very appreciative. We get letters and testimonials telling us how much this has meant to them. It is great to be able to show appreciation for the great work they do, and the sacrifices that were made.”

### Goals and Objectives of the 1st Responders Program

The focus is to provide a week of “Fun in the Sun” for a family of a fallen or permanently disabled first responders. This respite/vacation will include lodging and a \$500.00 cash allowance.

### Criteria for Possible Candidates

1. South Carolina Police, Fire Fighter or EMS responders’ immediate family.
2. Must be a family that has lost a first responder in the line of duty or suffered a permanent disability.
3. Candidate should be within driving distance to Myrtle Beach.
4. Candidate must be available for specific time-frame reserved for lodging 5 to 7 days.”

This mission wants to give families of first responders who have given their lives or have become permanently disabled in the line duty a little respite from the daily grind of life. This is provided in the form of a week at the beach with free accommodations. Each family of a first responder lost or permanently disabled in the line of duty will receive a week at the beach including accommodations and spending money.

It is one thing to say thank you for what they do. But these families deserve much more than that for their sacrifice.

**If you are aware of a family of a police officer, firefighter, or other front line emergency worker who has suffered a loss or permanent disability in the line of duty, please contact Robert Jentilucci at (724) 777-1745.**



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# Sara Boling

▶ cover story

## Real Estate is in Her Blood

Written By **Barbara Gart**  
Photography By **Jeremy Kierez** - High Tide Content

**Sara Boling can literally say she has been interested in homes her entire life. At the young age of two, she went on a showing with her mom who is an agent, and proudly proclaimed to the buyers “The cabinets are beautiful.” Sara’s mom was not sure what was going to come out of her daughter’s mouth next, so Sara spent the rest of the showing on the front porch while the buyers looked at the home.**

Sara’s interest in real estate only grew from there. At age three, “I received a toy plastic briefcase with a play phone inside in order to ‘make appointments’ while listening to Boy George on my record player. In 2nd grade, I rode the bus to school and wrote down all of the “For Sale By Owner” signs we passed for my mom to call. Our first family vacation was to the Century 21 Global Convention in Orlando. Once I received my driver’s license at 15 years old, I could officially work for Century 21 Boling, and I ran errands for the office that included going to the bank and attorney offices and making files...paper ones. I guess my destiny was heading towards real estate with all this wonderful grooming and real estate exposure.”

Although Sara’s exposure to real estate started early, her parents never

“

**The most rewarding part of the job has been, making new friends and helping others find the perfect fit for their real estate needs. I also enjoy helping new agents get their business started.**

**I live and love this business.**

”

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•••

pressed the issue of her coming into the family business. They encouraged her to do anything and live wherever she wanted. She was working as the office manager of a boutique financial consulting company in Boston, when she came home in 2004 for Easter weekend. “I saw a banner plane and decided that I missed the beach and wanted to come back home. And so, my real estate career began. The market was just heating up. I sat in my mom’s small office every day in a chair absorbing by osmosis and listening to everything she and our office agents had to say.”

Sara has now been working as a REALTOR® for 17 years. She says, “The most rewarding part of the job has been, making new friends and helping others find the perfect fit for their real estate needs. I also enjoy helping new agents get their business started. I live and love this business. The real estate industry and Myrtle Beach have enabled me to do so many things in life, and I am truly grateful for all the people involved. We truly live in an amazing place and get to enjoy working in an amazing business.”

Choosing real estate as a career has not always been easy for Sara. Growing up with a mom who is a REALTOR® introduced Sara to her passion at a young age but has also

presented some challenges. “A lot of times, people assume that if you are a child of a successful family business that you do not have to work. That is not the case here. My mom pushes me harder and expects more from me than any other agent in our office. I always tell my co-workers that I have daily reviews as opposed to their quarterly reviews.”

“  
**Trust the process and love what you do.**  
”

Sara’s mom pushing her to always be better has certainly paid off. In 2020, Sara’s total volume was \$21 million, and she has received many Century 21 Awards including Centurion, Double Centurion and Quality Service Provider and an Ascend Graduate. She works hard and believes in giving back, and has donated to many organizations including YMCA, Brookgreen Gardens, American Heart Association, Coastal Carolina University, Myrtle Beach Primary PTO, Myrtle Beach Area Chamber of Commerce and St. Andrew Catholic School.

Sara enjoys mentoring new agents and shares the following advice. “This is a remarkably simple business. Real estate agents are in the people and communication business. You need to connect with people and see how you can help them. Customers have three basic questions when hiring an agent. The

first is ‘Are you good at what you do?’ The second is ‘Can I trust you?’ And the third is ‘Do you care about me?’ Listen! Smile...this is fun! Stay top of mind. There is a strong correlation to the amount of time you put in as to the amount of production you get out. If you are new to the business, partner with a great branded company that can help you build your business. Leverage the brand, the company’s experience and expertise. Learning the right way is critical to success. There are quite a few ways to find buyers and sellers... open houses, sphere of influence, cold calling, FSBOs, internet leads, and farming. Choose your lane and stick to it. It is not all about the money. If you go into a situation looking at the money, it will never work. Your clients can sense this every time. Trust the process and love what you do.”

Sara is married to her husband Tom and they have a 9-year-old son Will. In their free time, they enjoy playing sports, beach activities, snow skiing, traveling to Montana and spending time with friends and family. One of Sara’s favorite quotes is from Richard Branson and sums up how she feels about real estate as well as her life. “Fun is one of the most important—and underrated—ingredients in any successful venture. If you are not having fun, then it’s probably time to call it quits and try something else.”





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