





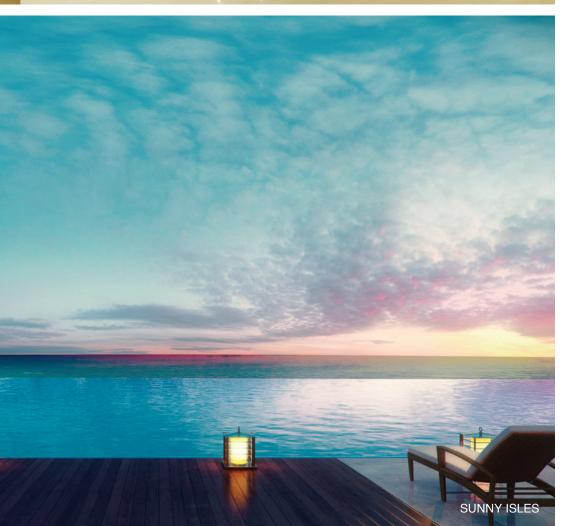






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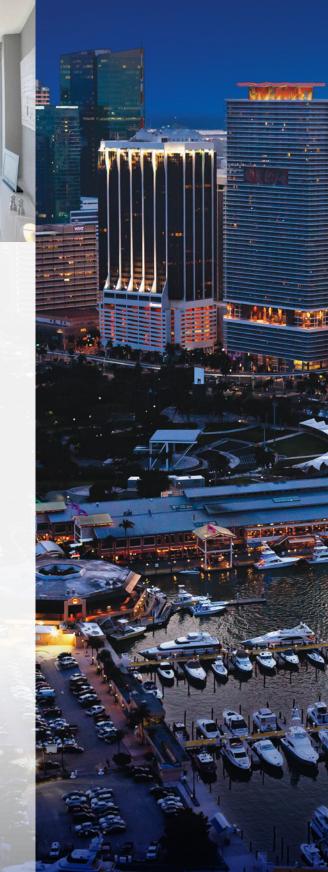


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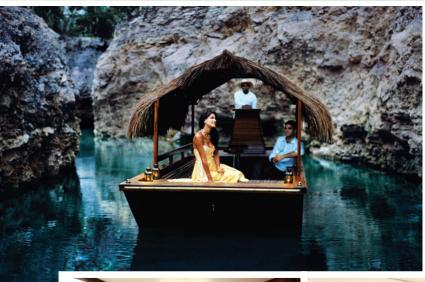
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"Real estate can't be lost or stolen, nor can it be carried away. Purchased with common sense, paid for in full and managed with reasonable care, it's about the safest investment in the world." — Franklin D. Roosevelt

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On The Cover
Cover Story: Alicia Cervera, Sr.
Photography: Nick Garcia for Blindlight Studio;
BlindlightStudio.com
Editor: Jorge Arauz



Discover Related's new iconic addition to Miami's waterfront. Nestled five minutes away from Brickell and South Beach and just steps away from the Miami Design District and Midtown; this is Miami's hottest new location. Unique designer ready residences with private elevators, breathtaking views and unparalleled amenities with tennis courts, bayfront park and sculpture gardens. Now with exclusive privileges at the **SLS BEACH CLUB** in South Beach.

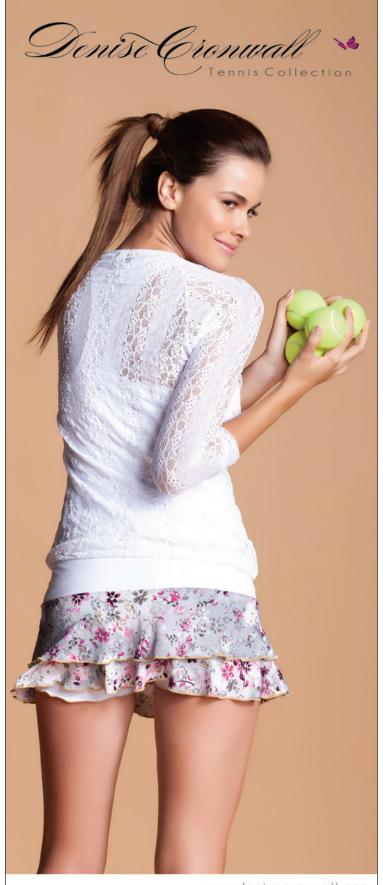
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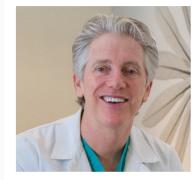
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Photorejuvenation is a new system to improve skin tone and texture using an Intense Pulsed Light (IPL) technology. IPL is similar to a laser, but it is able to remove pigmented or vascular lesions and hair faster than with a laser and with little or no downtime. The patient is able to have quick and easy treatments to rejuvenate the skin. The IPL can be used to treat age spots and sun spots which frequently occur on the face, neck, chest and hands and have been difficult to remove until the IPL was introduced. The IPL will also remove vascular lesions such as little spider veins on the face, neck or chest. It is also very effective in eliminating the diffuse facial redness from rosacea, or the redness and blotchy pigmentation of the neck and chest from years of prior sun exposure. The IPL is also the newest, most effective way to remove unwanted hair. The discomfort and downtime are minimal with this amazing new technology. It can be used effectively for the underarms, legs, bikini line, back, face and neck.

What Doesn't Kill You...



Photos by Mario Pascual

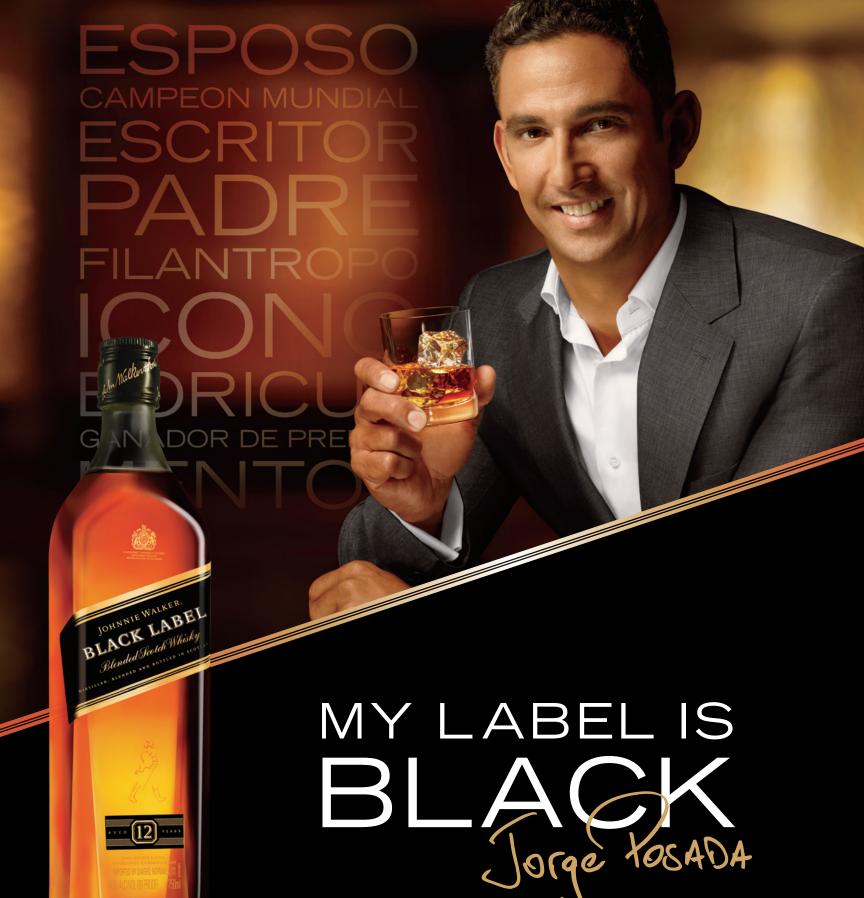
Think you or someone you know deserves to be featured on our pages? Let us know! We're currently accepting nominations for all of our sections including our "Top 20 Under 40" & "Dressed For Success" cover stories. Please send a photo, brief bio and contact information for all nominees.

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There's a common experience that I've noticed most highly successful people share: Failure. History is full of examples. Take Albert Einstein, for instance. Today, we associate him with genius, but when he was in elementary school, his teachers thought he was mentally handicapped because he was years behind his classmates when it came to speaking, reading and writing. On the other side of the spectrum, although he was very comfortable writing up a storm and storytelling, Walt Disney was fired by a newspaper editor because he lacked imagination and good ideas. Also fired for not fitting the bill was Elvis Presley, who in 1954 was canned after just one performance by the manager of the Grand Ole Opry who advised him to go back to truck driving because he didn't have star power. Similarly, Jerry Seinfeld was booed off stage during his first comedy club performance after his nerves got the best of him and he froze mid-zinger. Some nowfamous authors have also had to go through some tough hurdles on their way toward a happy ending. After receiving more than 30 rejections for his first novel, Carrie, Stephen King gave up and threw it in the trash. Luckily, his wife encouraged him to resubmit it, and the rest is history. Some career athletes haven't had it that easy, either. When he was in high school, Michael Jordan was cut from the basketball team. Later, he was quoted as saying that during his career, he'd missed more than 9,000 shots, lost almost 300 games and missed the gamewinning shot on more than 26 occasions. "I've failed over and over and over again," he's said. "And that's why I've succeeded." So next time you come face-to-face with failure, embrace it. You'll likely become a better person because of it. And, who knows, it might just lead you toward fame, fortune and perpetual happiness.

> Jorge Arauz Editor-in-Chief



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Bright Spot

Having trouble concentrating at work? Light, color, temperature and brightness can all play a role in regulating your mood, productivity and stress level. Optimize your space with these great options.

Flexible Choice

Bright, dim, warm, cool — what you need from a workspace can change from hour to hour, never mind day to day. For example, did you know that red-based tones can boost energy levels, while cooler hues can help calm and de-stress. With the Philips Hue Connected Bulb System, you can have all of the above at the push of a button. These bulbs are capable of adjusting temperature and brightness through your iPad; Starting at \$200, MeetHue.com.

Sun Factor

Though much blamed for its role in skin cancer and aging, sunlight is actually essential for our well-being. That's why our mood and productivity can suffer when we spend most of the day locked away. Verilux's HappyLight products can help make up some of the difference. These lamps use a spectrum that mimics natural daylight, helping to regulate your body's circadian rhythms as well as important stress-fighters like melatonin and serotonin; Get it for \$143, Verilux.com.

Better Focus

Having the right amount of light in a workspace is key to minimizing eyestrain and helping reduce stress, but brightening up the whole office can be cost-prohibitive. Or you may work somewhere where you need to provide your own brightness boost. Humanscale's Task Lamps are ergonomically designed to provide the illumination you need in exactly the right spot. And they're super energy efficient, so the boss can't complain about the power bill; Humanscale.com.

Natural Solution

Want to take advantage of the most affordable and effective light source for the workplace? Open those shades. Natural light has been shown to provide a host of health benefits to worker health and well-being. But sometimes sunlight can make for a harshly contrasting light situation inside. If this happens, Install daylight monitors which automatically adjust fixtures to blend with natural and ambient light — and help save energy in the process.

GERARD

Yet another Italian masterpiece.
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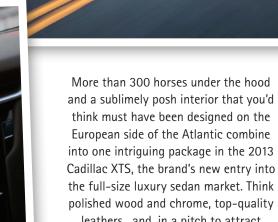


High Road

With the new 2013 XTS, Cadillac aims to appeal to today's tech-savvy drivers one mile at a time.

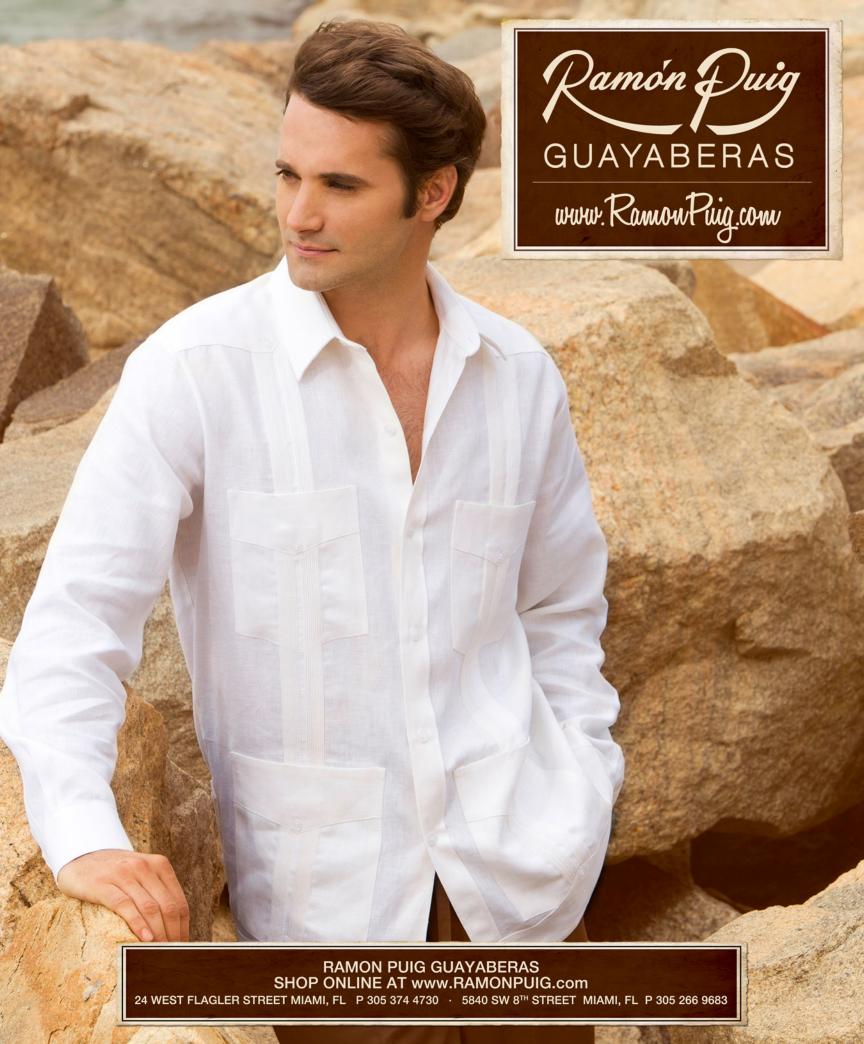






leathers...and, in a pitch to attract younger, technology-loving drivers, plenty of digital perks. The XTS comes standard with Cadillac's CUE touch-pad interface and another even more intriguing toy: A brand-new iPad, pre-loaded with a set of handy apps for interacting with your ride;

\$44,075, Cadillac.com.



Night Out

High culture or high stakes? These timepieces pay tribute to a pair of very different forms of entertainment. But they've got immaculate style and serious class in common.

Haute Culture



It's considered one of the most refined forms of entertainment: The opera. And now Saint Honoré's collection of the same name has an equally refined and stunning new edition. The Opéra Black Éclair takes the established classic of a design and brings it to a gorgeous new level, with a jet-black case and contrasting crystal center and bezel — a new finishing technique that gives the look of pavé diamonds at a fraction of the cost. But you'll find the real thing here as well, in a half-dozen sparklers set into the dial; Saint-Honore-Paris.com.





Give yourself the royal casino treatment with this piece from the Blackjack 21 Collection of Christophe Claret. More than just a simple watch, this stunning timepiece is also a miniature gaming salon, containing interactive tributes to 3 games: blackjack, dice and roulette. Toss a pair of exquisite miniature dice trapped at the 4 o'clock mark or spin the reverse-side roulette wheel and see if your lucky number comes up. And of course, it's all luxury, crafted in titanium and gold with a black onyx dial and alligator strap; ChristopheClaret.com.





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Perfect Arrangements

It's never too early to start getting organized for that major event, whether a wedding, corporate bash or just an elegant gathering. Make sure that your décor has the perfect finish with Sandra Shenker's Events With Glamour. Shekner's floral and centerpiece packages range from the elegantly simple to the exotically sophisticated. Looking for more? Events With Glamour also offers full-service event planning and management; 786.514.7546, EventsWithGlamour.com.

Party Altitude

Looking for a truly unique location for your party or event? Head inland to unassuming Polk City, FL, home to Fantasy Of Flight, an interactive experience and museum celebrating the history of aviation - and also offering one seriously cool spot for weddings and bashes. The venue has a range of rooms and spaces, but the hanger area reigns supreme, where party-goers can mingle amidst a collection of fabulous vintage aircraft; FantasyOfFlight.com.



Bubbly Stuff

Maybe New Year's Eve is behind us, but something about January always makes us think bubbly. But great sparkling wine doesn't have to come from Champagne. Here are some New World options we're loving.



HOLLYWOOD CONNECTION

Francis Ford Coppola might be best known for his masterful film direction, but he also runs one heck of a winery. His Sofia Rose is a luscious sparkler made from grapes from Coppola's Monterey County vineyards; \$19.



DOWN UNDER

Australia is about as far from France as you can get, but that doesn't mean they can't make a wonderful Champagne-style sparkler. Taltarni Brut stands up beautifully next to its continental counterparts...and at a very fair price; \$26.



VIVA ITALIA

Cheap, over-sweet offerings have given Italy's native sparkler, Prosecco, a bad name. But in the right hands — like the Bronca sisters who craft this Sorelle Prosecco from organic grapes near Venice — it's pure magic; \$17.



Inside Out

When it comes to chic modern homewares, we're turning our gaze across the Atlantic, where innovative, boutique design firms are creating unique and eye-catching pieces that have us humming "Hail, Britannia!"



Water View

Interior accessories designer Snowden Flood finds the inspiration for her playful home goods just outside her front door — at London's Oxo Tower Wharf on the River Thames. Her River Series dinnerware collection sports stylized views for some of the city's most famous landmarks, all looking just a little bit different. That's because Flood based these iconic views on a unique perspective from the water. We think the set makes for a truly elegant and interesting table; SnowdenFlood.com.



Write Stuff

Barbara Coupe likes doing things the old-fashioned way: By hand. The London-based textile designer specializes in hand-embroidered fabrics — from delicate flowers to UK-inspired flags and slogans. Her most eye-catching collection, however, are her ultra-simple embroidered typography cushions. They're available in a range of pithy slogans, from Girls Only In This Area to pet-related warnings...but our favorites are her classic London destinations; BarbaraCoupe.co.uk.



Perfect Backdrops

What do a former *Vogue Living* editor and a highly-regarded painter have in common? In the case of Vanessa Barneby and Alice Gates, the answer is one seriously stylish wallpaper company. Barneby Gates produces gorgeously whimsical papers in the English Midlands on what are practically antique traditional printworks. The result is wall coverings that are finely crafted and beautifully artistic, like this playful Chairs pattern; BarnebyGates.com.

Distinctive Choice

Looking for truly modern, innovative furnishings that will help your home stand out? Scan Design could be a perfect fit this season and beyond. "The eyes are the windows of the soul," says an old English proverb, and in this business it's all about aesthetics. What calms the soul is what surrounds us in our environment. A person's personal taste permeates through their entire lifestyle — and their choice of contemporary furniture is no exception to that rule. That's why, with its numerous impressive options for modern furnishings, Scan Design has become the most distinctive choice of consumers in South Florida. In fact, that is the mission of Scan Design: To be at the forefront of innovative furnishings for the most discerning tastes. Powerful pieces you'll find at Scan Design range from the new Skagen Table (which is made from sugar wood and comes with a stainless steel base) to the works of Milo Baughman that have set precedence in modern design history. There are also pieces and collections for just about any taste, style and home. There's really something for everyone. Scan Design is also heavily involved in the life and culture of the design community, with events such as 'Fall In Furniture Love', a showcase that's held annually at our Hollywood location.

ABOUT THE AUTHOR



→ Sammie Kwan-Fortney is the Showroom Manager for Scan Design of North Miami; 3025 NE 163rd St., North Miami Beach; 305.944.8080, ScanDesign.com.





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ABOUT THE AUTHOR

Richard Montes de Oca is the Managing Partner of MDO Partners, a boutique law firm that focuses on Corporate, Real Estate & Immigration Law as well as Global Compliance & Business Ethics; 175 SW 7th St., Ste. 1900, Miami; 305.704.8452, MDOPartners.com.

Be Prepared

Don't wait until next April to think about tax time: Preparing should begin right with the start of the fiscal year. These 3 apps provide useful tools to help make sure your dealings with the IRS stay headache-free.

Box Up

Still stuffing receipts into manila folders or Excel spreadsheets? There's a handier way. Shoeboxed lets you submit them via email, web upload or even your smartphone, then files and tracks them for you; Shoeboxed.com.



DONATE

Good Cause

Did you drop that old couch, car or electronics off for a charity donation? It can save you big come tax time. Use iDonatedIt to track what you've given and what it was worth, along with photos for your records; iDonatedIt.com.

Waiting Game

You've done all the work: Now where's that refund check? Track how close you are to getting your cash with IRS2Go, a handy app provided by the IRS that shows you just when to expect your money; Apps.USA.gov.





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Timeless Classic

Some things never go out of style! The classic Cuban guayabera shirt has been a favorite for laid-back fashion and comfort since its debut 300 years ago, and is now being embraced by a whole new generation of wearers. Ramon Puig has been making guayaberas since 1943, earning props for his use of high-quality fabrics, precision-folded and cut with painstaking attention to detail. It's no wonder Puig guayaberas have been loved by the likes of Ernest Hemingway and Robert De Niro; RamonPuig.com.



Heavy Metal

Think naturally elemental with a touch of rock 'n' roll — that's how we'd describe the new line of jewelry from designer Alaire Harris. Harris' Laira+Lou necklaces, cuffs and earrings draw on earthy inspirations, adding vintage touches and edgy style to create an eye-catching statement. We particularly love these Copper Hammered Hoops w/ Chain, which combine complementary metals with a look that's part Bronze Age, part Jailhouse Rock; \$38, LairaLou.com.

Stunning Alternatives

Diamonds, emeralds, sapphires... they're gorgeous, but sometimes the right jewelry statement calls for something different. We think these semi-precious stunners might have you calling a jeweler.



FIRE STARTER

Warm and earthy, you might have seen Carnelian providing a rust-red backdrop to an antique cameo. This fiery stone has been inspiring jewelers for millennia. Use it as a statement piece, or wear in a string of beads.



WATER BOUND

Jasper comes in a seemingly endless array of hues and patterns, but oceantoned aqua terra is one of the most stunning. Shades from pale sea-green to rich aqua are interlaced with threads of gold to create a truly oceanic beauty.



PALE RADIANCE

Silver-grey labradorite glimmers with a subtle iridescence like a rainbow captured in stone. Our favorite varieties are the paler, more delicate types, though the deeper-hued ones offer an unmatched dark radiance.



Work It

Looking for the professionalism and amenities of a traditional office, but without the commitment? These hotspots offer an array of spaces and services that will help you take your business to the next level.



At Pipeline in Miami, it's not just about renting seats. This gorgeously designed workspace is all about collaboration and creating a cool space where entrepreneurs from a wide range of fields can meet, create, connect and co-habitate. "The next generation of start-ups are geeks with style," says Pipeline Founder Philippe Houdard. "They want to work from a modern space, choose where to sit and whom to talk to." Think hip and modern with a warm, down-home vibe; PipelineBrickell.com.



Totally Adaptable

SmartSpace knows that the needs of entrepreneurs and the self-employed vary widely, which is why they offer a wide range of office solutions... including some that don't include the office. SmartSpace's Virtual Office Program lets you use their prestigious 1200 Brickell Ave. address, their bilingual operators, fully furnished meeting spaces and a variety of other tools and services. Or you can go whole-hog for a physical on-site office in the center of the city's thriving financial district; SmartSpace.com.

Great Network

MiamiShared is not your typical office building. Set in a luxury downtown high-rise, this self-styled "coworking" space is part living room, part office and part trendy café — but with all the amenities you need to get the job done...from Wi-Fi to plasma TVs and conference rooms. Membership in the space also gives you access to a host of networking and collaborating opportunities that could be key to taking your business to new heights; MiamiShared.com.

Truly Flexible

Feeling commitment-phobic?
BuroMiami understands. They
offer a full range of office options
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We particularly like their Herman
Miller-designed glass studios. All
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additional perks and amenities.
Think a fully-equipped kitchen,
staffed reception, lobby, rooftop
pool, outdoor seating, great views
and access to an in-building topnotch fitness center. Rates start at
\$249 per month; BuroMiami.com.

Prime Properties

Regardless of how nice the views may be from your current office or condo, home is where the heart is. Take a look at these real estate offerings to take your life to the next level.



Icon on Brickell \$469,000. 1 bedroom / 1 bath. Fully Furnished Giulietta Ulloa 305.710.6620



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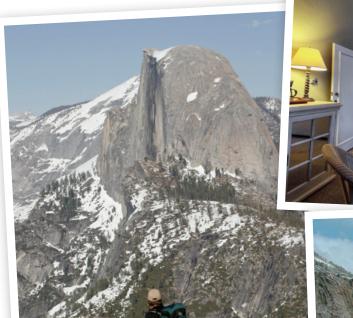
Winter Retreat

America's most famous national park isn't just an ideal destination during warmer weather. Yosemite has more to offer winter travelers than you can imagine, and The Ahwahnee is the perfect luxurious base for your adventure.

Epic skiing, thrilling snowboarding, skating, snow-shoe trailing, tubing and cross-country adventures — those are just a few of the activities available at Yosemite during the winter months. The Ahwahnee, the park's gorgeous lodge, makes for a perfect base of operations for enjoying them all, or simply soaking up the luxury of a stay in the heart of a stunning winter wilderness. Whether you've spent the day conquering the slopes, or simply soaking up the beauty of nearby Glaciar Point or Half Dome, treat yourself to The Ahwahnee's special Chef's Holiday event, running from Jan. 6-31. Meet world-class culinary experts, take part in demonstrations and tastings, and enjoy a 5-course candlelight gala dinner. Rooms start at \$476; YosemitePark.com.









Myths about Using a Travel Management Company

Myth 1: The bigger the agency, the better the service

False - Is it easier to get around town in New York or London? It depends on where you're going. Brickell Travel Management values personal contact and shows interest in your needs. Talk to someone you know and trust rather than a new person everytime you call.



Myth 2: With today's technology, I don't really need to travel in order to close business

False - U.S. companies spent \$90.7 billion on business travel in 2011. What do companies gain from investing in face-to-face? A study by Oxford Economics USA suggests for every dollar spent on business travel, companies realize \$12.50 in incremental revenue and \$3.80 in profits*.

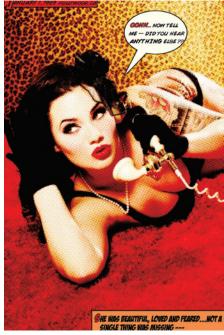


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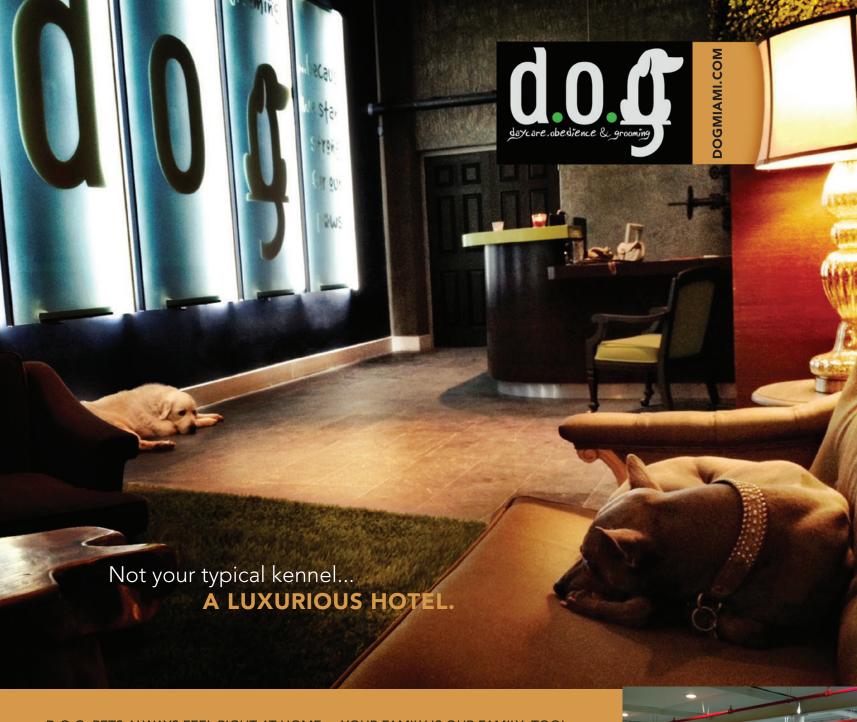
Bombshell Maker

Photographer Janette Valentine pays tribute to the pin-ups of yesteryear with her uber-stylish images that meld fashion and glamour with imagination.



Janette Valentine likes bringing out the best in her clients. "I have so much fun transforming women from all walks of life into bombshells," she admits. The former make-up artist has been operating a retro-fabulous photo studio for over a decade now, taking highly stylized — and highly gorgeous — portraits that draw upon inspiration from the classic pin-up girls of the '40s and '50s. "What we do in the studio really gives everyone a huge self-esteem boost," she says. With clients who are struggling against breast cancer, fighting weight issues or battling self-image problems, that uplifting experience can be all the more important.

"I think that the psychological rewards ladies receive from these sessions makes what I do very special," she says. Next on the agenda? Valentine plans to expand the studio, offering retro hair and makeup lessons, while incorporating burlesque classes into her repertoire; TerriblyGirly.com.



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Great Resolutions

It's a new year. Instead of making a bunch of promises you have no intention of keeping come February, try making these stress-busting, self-care resolutions part of your routine. You'll love the difference they make in your life so much, you'll be happy to carry them with you all the way through 2013.



PERFECT START: Before
you pour that morning cup of
coffee — and get sucked into
your daily web-browsing — take
a few minutes to stretch your
arms, legs, back and core. The
traditional yoga sun salute is a
great way to hit those key muscles.



ZONE OUT: Forget what the boss says: Breaks are good for you! Pausing every hour for 5 minutes or so to get up and move around actually helps increase your concentration, and your productivity.



SLEEP TIME: We know those late-night Netflix geek-outs are enticing, but if the alarm is already set for early the next morning, stick to your bedtime. Getting the proper amount of sleep is ideal when it comes to preserving your energy the next day.



GET A LIFE: Your social
life isn't just a source of
entertainment — friends and
family are the ones who support
you when you go through the
inevitable rough spot. Keep track



of who you're losing touch with and reconnect.

JITTER BUG: You love your coffee. But that energy boost comes with a price — a seesaw drain a few hours later, once the buzz wears off. With its lower caffeine level, tea provides a gentler perk-up.



RIGHT PERSPECTIVE: Start a journal and each day take a few minutes to jot down something you're grateful for. Studies have shown that this kind of positive thinking makes a huge difference in health and stress levels.



MENU PLANNER: Spend a half hour at the beginning of the week to plan healthy, sustaining meals. It takes as long to whip up a simple dinner as it does to order pizza...and your body will thank you for the effort.



TIME MANAGEMENT: As important as it is to plan those meetings, meals, house-cleaning sessions and dates, it's just as vital to schedule in some all-important alone time. Call it a date with yourself — and keep it.



by the store? Have a short commute? Put on those sneakers and walk. Let's face it: You'd spend as much time circling for a parking spot as it takes you to get there on your own, with fresh air and good exercise.



PECKING ORDER: You know that dreaded monster item on your to-do list?

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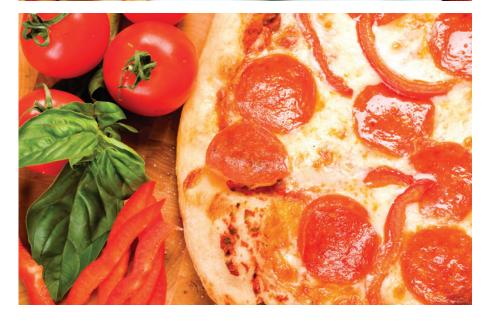
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Hot Stuff

At Mario The Baker, Daniel Siragusa carries on the family tradition of creating mouthwateringly good Italianstyle cuisine right in the heart of The Magic City.

For Daniel Siragusa, playing his part in the family business has been something of a round-trip. The owner/operator of Mario The Baker started his work with the restaurant in 2001 at the ripe age of 17, just a year after his father had purchased the longstanding North Miami favorite. Just 3 years later, he was off to Biloxi, Mississippi, managing a new Mario The Baker location. Siragusa was content to stay, but Hurricane Katrina had other plans. "The restaurant was destroyed," he remembers. The result? Siragusa was brought back to Miami to open the business's new Downtown/Brickell location. Today, he and his team work to make sure the restaurant keeps producing the same quality pizza and Italian/ American cuisine they've become famous for... but with changing times come a few new twists. "No one was asking for whole-wheat pizza in the '70s and '80s, but we gotta offer it now," he quips; 43 W. Flagler St., Miami; 786.316.0166; MarioTheBakerPizza.com.

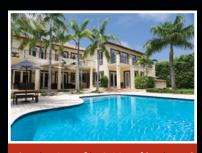
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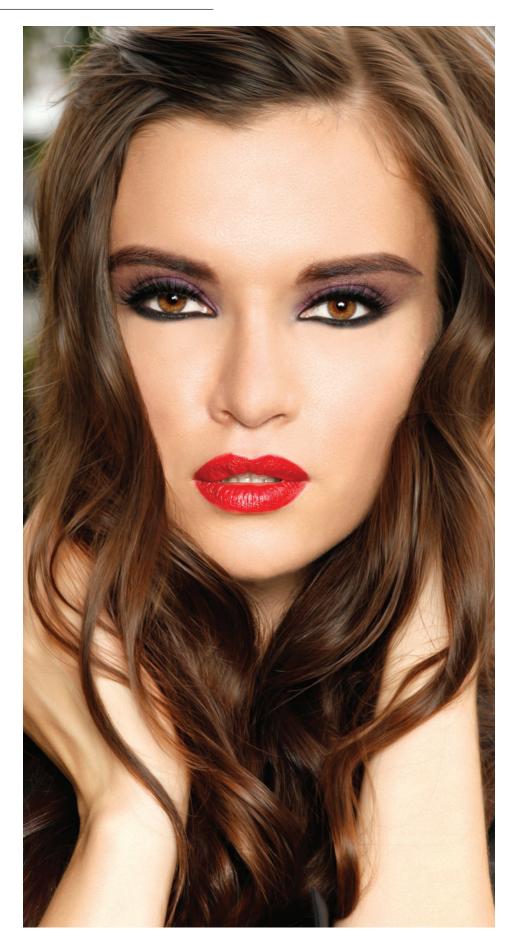
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Green tea, chamomile, ginseng...these are just a few of the herbal powerhouses infused into the stunning shades of Palladio Beauty's extensive line of cosmetics, alongside vitamins such as A, C, D and E. It's part of the brand's policy of including compounds in their products that actually help to combat aging and repair damaged skin. Top that off with the use of high-quality ingredients to create some truly stunning shades, and you've got a true beauty double-hitter. Available at Sally Beauty or ULTA locations; PalladioBeauty.com.



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Healthy Options

We all know the importance of daily sunscreen application for preventing premature aging and reducing the risk of skin cancer. Why not take the extra health-ensuring step of choosing a natural or organic product? Here are a few top-rated choices.

Great Blender

The downside of many natural sun protection products is a stubborn white residue that resists rubbing in. Coola's Mineral Sport SPF 30 bucks the trend with an organic formula that won't leave you looking ghostly; \$34.





Desert Rose

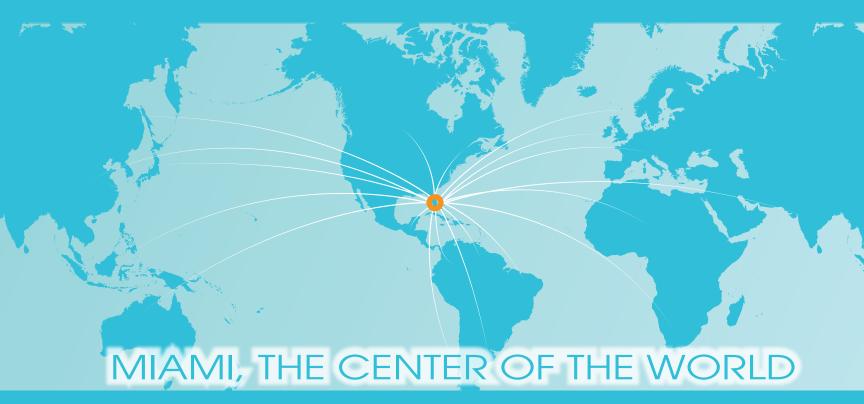
Protect and feed your skin with Desert Essence's Daily Essential Defense Lotion. This lush product combines a light aloe, soy and desert jojoba-based moisturizer with an all-natural SPF 15 sunblock included; \$19.

Face Saver

Your face is the most vulnerable part of your body when it comes to sun-induced premature aging. Protect it naturally with EltaMD's UV Facial SPF 30, which hydrates while its lightweight formula prevents UVA/UVB damage; \$27.







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UPWARD BUILD

Architect Jonathan Cardello and his team at ADD Inc., Miami have turned tough times into a recipe for success, thanks to great teamwork, commitment to excellence and a sense of fun

TEXT BY JACQUELYN BENSON

PHOTOS COURTESY OF ADD INC., MIAMI









he inevitable bursting of the real estate bubble meant tough times for many industries, but architects were particularly hard. However, with the leadership and development-savvy of its Director Jonathan Cardello, ADD Inc., was able not just to weather the storm, but to flourish through it, winning game-changing projects such as a stellar collaboration with Lenny Kravitz Design on Paramount Bay, the award-winning renovation of the historic Shelborne Hotel and the city's first automated robotic parking garage. With 26 new employees and a host of new South Florida projects on the menu, the firm's future is looking brighter than ever.

For Cardello, success just makes "The Miami market is incredibly vibrant, and a gateway into international markets," he says. "It also has an exciting design history and a very bright future." Cardello's appreciation for the city helps him guide the team at ADD Inc. to see the potential in the projects that come across their table - which range from residences to university buildings, retail spots and a few hotel properties. "Business and development savvy along with superior architect design knowledge can create projects that help communities thrive and grow," Cardello explains.

It also helps that the architect and planner has assembled a top-notch team. "My entire staff loves what they do," he says. "Having a team that's bound together will ensure that the entire group is successful, and that's extremely important." That team spirit is bolstered by a healthy dose of recreation, from staff catamaran cruises to Polynesian-themed holiday parties and office kayaking trips. "We try to balance fun in the office," Cardello explains. Case in point? The cow bell Cardello's staff rings when they've gotten the message about a task he wants completed, and want him to quit talking. "It's all in good fun, and just lets me know that they're ready to move," he quips.

Cardello hopes to see the company continue to grow beyond its current Boston and Miami bases, expanding into the mid-Atlantic and South America. "We want to maintain an internal structure of studio teams that work together, so that close collaboration and mentoring of our staff is continued," he notes.

Current on the docket for his Miami team are the new condos at the former Miami Heart Hospital site, a \$40 million renovation of Southgate Towers and Starwood Hotels' new A-Loft Hotel.

For Cardello and his team, the secret to continued success is pretty simple. "We aim to deliver world-class expertise to our clients, and this means that we understand current and future trends and continuously look to innovate for everyone we work with," he says.

For more information on ADD Inc. and all of their projects, visit their offices at One Biscayne Tower, 2 South Biscayne Blvd., Miami, call 305.482.8700 or visit ADDInc.com. BM





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BREAKING BRUNCH

If you're of the traditional type that prefers a basic culinary trinity of breakfast, lunch and dinner, it may be time to add a fourth meal to your repertoire. Yes, brunch is back...and it's better than ever.

TEXT BY DAVID C. CLELAND

or me, like many, a Sunday brunch at a big hotel was my first time experiencing what I thought of as fancy cuisine. The whole production was fascinating to me: The huge cuts of meat being sliced by chefs is cool hats, the endless tower of desserts, and the way my dirty plate would magically disappear.

The origins of brunch, like most things culinary, are a bit murky, but it's easy to see the connection to Catholics, after fasting for Mass on Sunday and returning home for a large midday meal. In fact, the first mention of the word brunch, was in an 1895 article urging church-goers to forgo the large meal in place of a lighter, simpler one.

With some friends in town recently from overseas, I decided it would be nice to take them to an American brunch at a big hotel as a farewell, as they were leaving early the next morning...and hung-over traveling is never fun. Per a recommendation, I decided on Edge, Steak & Bar at The Four

Seasons in Brickell. Almost immediately, I knew this wasn't my parent's brunch. Instead of the stuffy dining room, we were seated on their open and breezy patio. In lieu of a sad string quartet in the corner, there was hip (but not too loud) music playing, and, most surprisingly, the clientele was at once sophisticated, chic and fun.

Within seconds of sitting, we were brought mimosas and a crafty "Bloody Mary Kit" that featured a bottle of vodka and all the sides and spices to make a perfect Bloody, along with a house-made blend for those less adventurous. How creative. And how perfect. After a few sips, it was on to the food: A whole suckling pig, a plethora of light and tasty salads and sides, sandwiches, quiches, an outside grill and a raw bar that shucked me the best oysters I've had in Miami.

Suddenly, it all became clear: Brunch is awesome, a final chance to enjoy the weekend with good food and friends without worrying about waking up for work the next morning. That is...if you opt for traditional Sunday brunch instead of the mid-week varieties...and you enjoy this "between-breakfast-and-lunch" dining experience at the right place.

Along with The Four Seasons, The Biltmore Hotel in Coral Gables offers a brunch which is the pinnacle of luxury with caviar to boot, held in Fontana's stunning courtyard. For those who can eat an omelet in a bathing suit and still look good, Nikki Beach on Miami Beach offers exactly what you think a South Beach brunch would be, including lots of dancing, bottle service and tons of beautiful people.



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WINE MIND

For the uninitiated, ordering a bottle of wine in a restaurant can be daunting.
But once you've got this art perfected down to a science, the world will suddenly feel a lot more refined — and aromatic.

TEXT BY DAVID C. CLELAND

friend recently shared with me his story of the first time he ordered a bottle of wine...After being poured a small measure of wine to taste, he couldn't understand why the waiter wouldn't pour him a full glass. So he ignored the waiter, forcing conversation with his date, in the hopes that the server would just pour them both a full glass and leave. After a few minutes of silence, the server asked if there was a problem. Frustrated and embarrassed at this point, my pal replied: "Yes, you haven't poured us a darn glass of wine yet!"

Although this is an extreme example, it's easy to make yourself look foolish if you don't know what you're doing after you order your vintage of choice. Here's a quick guide that may not make you a full-fledged connoisseur but will hopefully help you avoid a red-faced blunder next time you eat out.

It all starts with the wine list. Most restaurants' wines are usually separated by either the variety (such as a chardonnay or merlot) or the region (such as California or Burgundy). The best thing you can do is know the type of wine you like before you arrive. The wine you choose should also complement the food you're ordering, although it's no longer required that you must have red with meat, white with poultry and seafood.

For the first-timer, ignore the vintage, unless you're an expert because it won't mean much to you. If you don't know what you want, every good restaurant will have a sommelier...or at the very least someone knowledgeable about wine. These folks are there to help so don't feel odd about asking them for a recommendation. When it comes to ordering, don't worry about pronunciation, simply mention the type, vintage and point to the one you want if you're not sure how to say it.

Once you've ordered your bottle, the waiter will bring it over and show it to you. This is when you look at the label to make sure it matches what you ordered. Give the waiter a nod and they'll open the bottle and give you the cork. Don't sniff it, just make sure it's not dried out, as that's a sign the wine wasn't stored properly. Next, the waiter will pour you a small measure of wine, so you can swirl, smell and taste it. If you like it, give the waiter a nod and he'll pour you a full glass. If the wine tastes off, let him know.

Although there are hundreds of books written on wine, following these simple guidelines can help you make a good impression, and feel confident when ordering wine anywhere in the world.









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ENTICING SIPS

For Zuma's J.P.
Calabria, mixology
isn't just a job — it's
a passion that helps
all of the patrons
who visit his bar
have a good, tasty
time day and night.

TEXT BY FRANCESCA CRUZ PHOTOS BY CHANTAL LAWRIE

fter arriving to Miami from London by way of Brazil, we gather why J.P. Calabria was assigned the undertaking of Head Of Mixology at Zuma. Could it be his knowledge and knack for elixirs, or perhaps it's his exotic Portuguese accent? Bets are on both. Located in Epic Hotel, Zuma, brainchild of Chef Rainer Becker, is an upscale Japanese restaurant on everyone's radar, and Calabria is making sure to keep it that way by serving up libations that are as iconic as the venue. Now that he's calling Miami home, he admits that he's really enjoying mixing up the tropical and refreshing quenchers patrons demand. He says his secret weapon is Zuma's take on the classic Cosmopolitan. He claims the Mandarin Cosmo he's concocted can't be missed: "It's very Miami," he says. "I make it with fresh lemon, mandarin juice and mandarin puree." Next on the horizon for J.P. and Zuma is developing a molecular menu and incorporating dry-ice to cocktails, along with creating more things in-house like specialty vermouths and syrups. "Miami will be the first spot in the Zuma family to take part in this new venture," he says...and you can rest assured Calabria will be at the helm of it all with a Mandarin Cosmo firmly nestled in hand. BM



Mandarin Cosmopolitan

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60 Edgewater Drive, PH-1A, Coral Gables 3 Bedroom/ 4.5 Bathroom | 4,530 sq. ft. \$4,850,000



150 Sunny Isles, Sunny Isles Beach 3 Bedroom/ 3 Bathroom | 3,813 sq. ft. \$1,950,000



244 Biscayne Boulevard, Apt. 4703, Miami 3 Bedroom/ 3 Bathroom | 1,970 sq. ft. \$1,399,000



200 Biscayne Boulevard, Apt. 3501, Miami 2 Bedroom/ 2.5 Bathroom | 1,539 sq. ft.



101 Ocean Drive, Apt. 607, Miami Beach 2 Bedroom/ 2 Bathroom | 1,067 sq. ft. \$1,260,000



3470 E Coast Avenue, PH-104, Miami 2 Bedroom/ 2.5 Bathroom | 2,453 sq. ft. \$985,397

Award-winning broker Chad Carroll is an area "Power Broker" in every sense, specializing in penthouse properties. Dean Bloch is consistently a top producer and focuses on securing opportunistic investments for his largely foreign investor clientele. With a wealth of experience in finance, contracts and negotiation, both

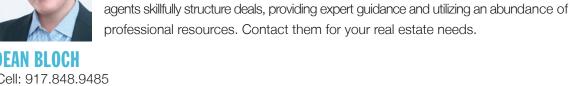
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URBAN EVOLUTION



As the rest of the world watches, Miami's urban core continues to emerge and solidify its role in South Florida and beyond as the Brickell/Downtown area rapidly evolves before our very eyes.





hether you're a Miami native or just moved to town, one thing's certain: The Brickell/Downtown area ain't what it used to be. "The last decade or so has seen very positive changes in Brickell," says Miami-Dade County Mayor Carlos A. Gimenez. "The area has gone from being a financial district that basically shut down at close-of-business every day, to a full-fledged neighborhood with parks, people, restaurants and entertainment that's bustling around the clock, 7 days a week. The economic downturn put a bit of a damper on this evolution, but things have quickly taken off again and it's exciting to see all of the positive new growth and development."

The ever-evolving cityscape of the Brickell/Downtown area has a lot of locals excited about all of the possibilities the future holds.

In fact, an argument can be made that Miami's recent economic recovery is in a large part attributable to the investment made in the city's core. "The cash-rich Latin Americans invested early on in Brickell and Downtown Miami following the real estate bust," says Tadd Schwartz, President of Schwartz Media Strategies, a leading South Florida PR, marketing and social media firm. "As a result, the city has been on the upswing ever since to the point where we've evolved into a global metropolis as opposed to a beach town. We've matured into an economic engine and a ripe place for

CITY RISING

Brickell has become a true urban core with something for everyone as a genuine live, work and play community. The following projects enhance the dynamic new Downtown Miami experience.



BRICKELL CITICENTRE

Revolutionize. Energize. There aren't enough positive verbs to describe what this \$1.05 billion upscale residential, business, hotel and shopping mall complex will yield for residents and visitors alike.



THE LAUNCH PAD TECH

A combined venture between the Miami DDA, Miami-Dade County and UM, this next-generation accelerator makes critical resources, networks and mentoring available to technology start-ups and entrepreneurs.



DWNTWN ARTHOUSE

As part of the city's ongoing cultural revitalization, what was once Captain Harry's Fishing Supply has morphed into a massive 20,000-sq.-ft. creative space to nurture local artists and creative minds.

long-term investment on the heels of the area's emergence. That never could have happened if all we had to hang our hat on was South Beach."

The resulting Downtown real estate boom is dramatically changing the skyline and the overall street scene, but these are more interrelated projects than seen in years past. "There will be a coherence at the street level because of Miami 21's emphasis on activating sidewalks and defining urban blocks," explains Arquitectonica's Principal Bernardo Fort-Brescia, FAIA. "The new code will also result in a skyline of towers with slimmer proportions than in the past which results in more distance between towers, making their form more evident."

Adds Beacon Council's President & CEO Frank Nero: "The Brickell/Downtown area continues to need retail, but that's going to be addressed by the Brickell CitiCentre," he says. "It clearly will be the most impactful new project in the near future, one that will continue the transformation of the entire vicinity. I think we also need to be mindful that this is increasingly becoming an area for families, and we need to ensure that there are options for those families as they continue to migrate to the neighborhood."

Additionally, the arts and sciences are playing their part in the area's metamorphosis. "The Adrienne Arsht Center is serving as a catalyst for Miami's rise as a global arts destination," says John Richard, President & CEO of Adrienne Arsht Center. "A transformation is underway in Downtown Miami and we're helping attract new investors, residents and businesses to our urban core. Young professionals of the new 'creative class' are calling our part of town home for the first time in Miami's history."





DWNTWN ART DAYS

The first DWNTWN Art Days this past September was a resounding success, offering art tours, open studios, outdoor performances and lots of colorful parties, all highlighted by the Arts & Culture Trolley.



BRICKELLHOUSE

Described as the first new luxury condominium to rise in the urban core after the economic crash, this expansive project features a laundry list of luxury amenities, most notably a robotic parking garage.



BRICKELL GREENSPACE

We all know that parks improve quality of life. But where do you put open spaces in a city where there isn't much undeveloped land left? Brickell GreenSpace addresses the situation with creative solutions.



MUSEUM PARK

Cementing Miami's place on the arts and culture globe, this fabulous setting on Biscayne Bay will house an outstanding arts museum combined with a vibrant center of visual arts, education and much more.



Gillian Thomas, President & CEO of Miami Science Museum is equally enthused by the cultural renaissance that, as she states, began with Art Basel and continues with the growth and advancement of neighboring arts and cultural institutions such as the new Patricia & Phillip Frost Museum of Science and the completion of Museum Park, which will support the region's long-term prosperity through innovation, science, education and cultural development.

What's more, according to the Miami Downtown Development Authority [Miami DDA], educational opportunities are also expanding in Downtown, as is evident with Florida International University's and Miami-Dade College's undergoing expansion projects. "The next step for Miami's evolution is to cultivate a technology infrastructure in Downtown Miami," says Alyce Robertson, Director of Miami Downtown Development Authority, mentioning her organization's recent partnership with UM to bring LaunchPad Tech to the area. "We're already seeing a number of initiatives, efforts, and programs underway geared toward start-ups and entrepreneurs."

And what pleases the residents also attracts more visitors. "A large part of the success of Brickell/Downtown is its dynamic nature — it constantly reinvents itself," says Rolando Aedo, Executive VP & Chief Marketing Officer of the Greater Miami Convention & Visitors Bureau. "It's now one of the more exciting areas in the region because residents and visitors want an authentic experience and that's what they're getting." The next step, he says, is to improve the infrastructure for residents and tourists alike. "The focus is on transportation throughout the city, connecting Downtown

With so many projects planned for the Brickell/Downtown neighborhood and its adjacent enclaves, it's no wonder the area is surging in popularity both locally and around the world.

with Miami Beach and other parts of Miami. In addition to attracting more visitors, we want tourists to enjoy all aspects of the city and stay as long as possible."

Miami's global appeal to occasional residents and international companies continues to grow, in part because of the city's solid status as the gateway to Latin America. "Upgrades at Miami International Airport and the Port of Miami have enhanced Miami's competitive position for international business," explains Stephen L. Owens, President of Swire Properties & Developer of Brickell CitiCentre. "While we've always garnered demand from international buyers of residences, the abundance of condominium product available in the center of the city has generated a whole new influx of residents over the past few years."

Edgardo De Fortuna, CEO of Fortune International, agrees. "We've had a magnificent transformation in recent years from a relatively dormant business center to a vibrant, lively, and very cultural area that encompasses not only the business and residential communities but also some of the best entertainment, performance and gastronomic options in the U.S."

As for the next step in the area's evolution? Jorge Perez, Chairman & CEO of The Related Group, sums it up best. "I think the path is set," he says. "There's no doubt we'll continue to grow as an ever-expanding economic engine, residential hub and world-class tourist destination year after year."



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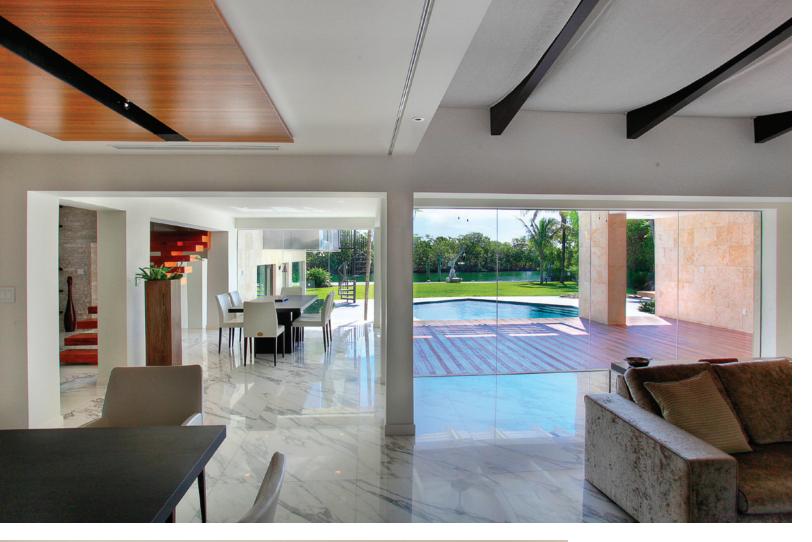


Above & Below: Spaces to take in all that this home has to offer abound in this residence, with each room showcasing its own spectacular view through floor-to-ceiling impact glass windows. The marble flooring throughout is Italian Calacatta that's been uniquely cut into 36" x 36" tiles to make the floor look like slabs.



Above: Among the many impressive details of the kitchen are its custommade rare African Rosewood cabinets and its lava stone backsplash. It also features Hans Grohe faucets, Frankie stainless steel sinks, Fisher & Paykel dishwashers, a Sub-Zero fridge and Gaggenau conventional/convection ovens, range cooktops and grill. A temperature-controlled wine cellar holds up to 1,000 bottles. Below: The large adjacent dining room showcases beautiful built-in wood panels and opens up to an informal breakfast area facing the pool, lush gardens and water.







Above: Thanks to beautifully positioned windows, this home makes one feel as though the inside and outside are connected harmoniously throughout.

Below: This bedroom opens up to the patio area next to the pool and features luxurious details as well as plenty of natural light during the day.



Above: The master bathroom has customized wood cabinets, limestone walls, riverstone flooring, and a host of luxuries including a bidet and designer details throughout. Bottom: The master bedroom features teak flooring and custom-built furniture and closets. The curtains are operated by remote control and include "black out" backing for extra comfort and privacy.







Above & Below: The house is built on an oversized 18,900-sq.-ft. lot facing Bill Baggs State Park and Pines Canal, offering deep and protected water with direct access to Biscayne Bay. The dock facility adjacent to the granite pool can accommodate a 100+ yacht.

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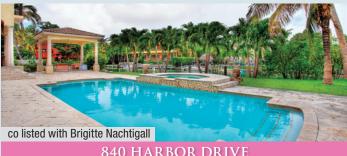


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The REAL DEAL



A few of The Magic City's top realtors share their insights on the state of the market and what selling homes means to them, with a couple of real estate trend predictions for the new year mixed in.

TEXT BY JACQUELYN BENSON
PHOTOS BY ANTONIO ELI & CHANTAL LAWRIE



LINA ZAPATA

Venegas International Group 305.333.6300

 $\label{lina} \textbf{LinaZapata} @ \textbf{VenegasInternationalGroup.com} \\ \textbf{VenegasInternationalGroup.com} \\$

ina Zapata has a true passion for the city she calls home. "Miami is a paradise where you can always find good business opportunities," she says. "Where else can you experience the world from your backyard?" Zapata's love for South Florida certainly helps explain her success selling the pre-construction development at Château Beach Residences this past year, but her accomplishments - including selling a residence to a buyer who never actually visited the city – are also a result of her commitment to hard work, discipline and perseverance. Though this requires no small amount of effort, Zapata is first to admit how much she loves her job. "I enjoy every step of a transaction, from listening to my clients' wants and needs to closing deals," she says. "My customers are always my main concern and I work to find the best deal and perfect fit for every real estate transaction. I love the fact that I'm a negotiator and a counselor - I have many different hats to wear!"

Dream Home Musts: "A boutique oceanfront development with first-class amenities and residences with spacious walk-in closets and deep balconies, like at Château Beach Residences in Sunny Isles."

Inside Tip For Buyers: "Get advice from a realtor with high standards of customer satisfaction and knowledge. Without this, a buyer can be searching for many months without finding what they're looking for."

Inside Tip for Sellers: "Price the property right, make sure your realtor is promoting it to the max and never disregard a first offer...even if it seems low."

Predictions For 2013: "The housing market will improve significantly, but nobody will mistake this for a boom. International buyers have been influential in Miami's recovery and will continue to boost the local market."

JEAN CARLO DANIES

Venegas International Group 305.389.6888

ean Carlo Danies has an exceptional commitment to his clients. "I'm working for them even while they're sleeping," he admits. Building real, lasting relationships with his customers is part of what Danies enjoys most about the job. "I love the challenge of meeting a perfect stranger and proving yourself to that person so they can trust in you to make one of the biggest financial decisions of their life." Danies makes sure that personal investment pays off, by making his clients' transactions as smooth and profitable as possible. "I'm their advocate to finding exactly what it is they're looking for," he says, mentioning that as a top producer with Venegas International Group, he's closed many high-end transactions this year. Though he's worked with clients buying and selling properties all over the city, he has a special place in his heart for the Brickell/Downtown Miami area. "It's a perfect fit for me," he says.

Dream Home Musts: "A sky villa in Château Beach Residences in Sunny Isles. It's an entire floor of 8,500 square feet with a private swimming pool in the wide terrace overlooking the ocean. It's a true dream house in the sky!"

Inside Tip For Buyers: "Once you find a property that you want and love, send your highest and best offer. The last thing you want is to know that you lost your favorite property by a few hundred or thousand dollars when you were willing to pay that from the start."

Inside Tip for Sellers: "Price it right! Even if you list the property slightly lower than the competition, you can create a bidding war that may ultimately bring up the price higher than you expected."

Predictions For 2013: "It'll be the year for Miami real estate because prices will continue to rise and new construction will keep coming. Everyone in the world is going to want to be a part of our city."





DEBORAH GOLDEN

RelatedISG Int'l Realty 305.608.6768 DJGolden@RelatedISG.com RelatedISG.com

ver her more than 2 decades in the business, Deborah Golden has earned some serious real estate chops. For 20 years, she's owned & operated Golden Realty Group, Inc., handling re-sales for high-end developments such as Ocean One and Country Club Estates. When a pair of major players in the real estate and development game (Jorge Perez & International Sales Group) decided to combine forces to create RelatedISG International Realty, Golden was a no-brainer pick for their Managing Director of Sales & Operations position. "It was the perfect marriage of my experience and network with their vision and goals," she says. Since the birth of the new brand a year ago, Golden has opened 4 office locations, hired 85 new agents and built a substantial client list. She and her team have generated over \$120 million in luxury real estate sales. "Buying a property can be stressful," she notes. "I try to make it as easy as possible for my clients."

Dream Home Musts: "A gourmet kitchen with an island to seat at least 8 to entertain friends and family."

Inside Tip For Buyers: "We all have access to the same inventory — you're doing yourself a disservice by working with multiple agents. When you have a good relationship with one agent who understands you, you'll find what you're looking for."

Inside Tip For Sellers: "Clean the clutter, spruce up your landscaping, paint and clean the carpets. Add fresh flowers, music and candles...and vacate the property when it's being shown."

Predictions For 2013: "The outlook for 2013 is very positive; all indications are showing a stabilizing market. The only problem I see is that South Florida has very little new inventory available!"

KARI FERNANDEZ

Related Realty 786.286.2259 KariFernan@Gmail.com IconBayResidences.com

ith well over a decade in the business, Kari Fernandez has had a hand in the buying and selling of countless properties. But she's quick to tell you that her favorite is always the one she's currently marketing. "I'm really impressed with IconBay," she reveals. It's easy to see why: The latest offering from The Related Group, IconBay's residences all have water views and private elevators, as well as a sweet array of amenities and a choice bayfront location. With a background in business and administration, combined with fluency in several languages, Fernandez is uniquely positioned to impress clients with everything that life has to offer in the heart of the city. Those skills have helped her accumulate a stellar record, with over \$90 million in sales in 2012 at IconBay and other Related developments such as MyBrickell and Millecento, earning her the title of "Top Producer" at the firm.

Dream Home Musts: "A waterfront view!"

Inside Tip For Buyers: "Location and price! For pre-construction properties, I tell buyers to look at the developer and their track record."

Inside Tip For Sellers: "If you want to sell, price it right and stage it...that's sure to work."

Predictions For 2013: "The South Florida market will continue to grow with buyers from all over the world seeking to invest at still reasonable prices within a secure climate. Plus, I think property values will continue to increase steadily because Miami is an ideal American city!"





NELSON A. RIOS

BrickellHouse/Cervera Real Estate 305.986.6275 NelsonARios@Gmail.com BrickellHouse.com; NelsonRios.com

elson Rios believes in going the extra mile. "I don't limit myself just to help buyers and sellers find a home that could be called the perfect investment; I give them even more by offering assistance in everything like finding a decorator or hiring a handyman," he says. "If they just need a place to relax or a nice restaurant, I'm there to offer my experience and make recommendations." This customer-oriented attitude may go some way toward explaining Rios' stellar success at BrickellHouse, a pre-construction project with 374 residences, where he and his sales team have sold over 90% of the inventory in less than 9 months, then proceeded to convert 100% of their reservations to contracts in less than 45 days. "Real estate has been always my passion," Rios admits. "I feel so inspired when a great deal comes together!"

Dream Home Musts: "I think the perfect chef's kitchen with a view of an amazing infinity pool is one of the ultimate luxuries in life."

Inside Tip For Buyers: "Always keep in mind the golden rule of real estate: location, location, location. Nearly everything else about a property you can change, renovate or reimagine, but you can't ever change where the property actually is."

Inside Tip For Sellers: "Make sure to keep the property neat and ready to be shown at anytime. Strive to show the type of property you'd be excited to see yourself. "

Predictions For 2013: "For South Florida, I'm very positive that the market will be continue to improve and grow. I can't wait, because it's sure to be amazing!"

BRENDA BICHILI

Cervera Real Estate, Inc. 305.206.5048 BBichili@AOL.com Cervera.com

renda Bichili was all set for a career as a special education teacher when she met a role model who transformed her plans for her life: Alice Cervera, Jr. "When I first met her, I knew instantly that I wanted to become the woman she represented...an empowering woman, loyal partner, amazing mother and wonderful wife." Cervera urged Bichili to get her real estate license in what proved to be a deeply insightful move. Bichili went on to earn acclaim as a "Top Producer" for her work with the One Miami development. "My calling in life is to help others, and to me there's nothing more gratifying than to know I have made a difference or placed a smile on someone's face," she says. "My clients will tell you how I sometimes talk them out of selling or buying a property...when I'm with a client, in my heart, they're family."

Dream Home Musts: "A nice backyard with a detached man cave is very important. My better half and I always make fun with this topic but I'm starting to agree with him. Every household needs one."

Inside Tip For Buyers: "When you walk into the property and your inner feelings tell you, 'This is the one!' — buy it!"

Inside Tip For Sellers: "Don't overstock the property. Try to make it as bare as possible so prospective buyers can envision themselves in the home with their belongings."

Predictions For 2013: "Both international and local buyers are increasingly enjoying the live-work-play comforts that our urban areas have to offer. In 2013, all the hard work that our city, developers and realtors have put in is going to start to show."





IVAN OCHOA

Related ISG 305.773.1816 IDOchoaR@Hotmail.com Vizcayne.com

van Ochoa knows how to deal with a challenge. When diagnosed with cancer, the former IT executive fought back and won. When Hurricane Katrina struck in 2005, throwing the insurance business into crisis and affecting a host of real estate deals, Ochoa rolled up his sleeves and started working his network of brokers, offering both colleagues and buyers much-needed confidence and support. Indeed, it's the interpersonal side of the work that Ochoa loves most about his job at Vizcayne. "I love touring the property, showing brokers and buyers the wonderful building and all its amenities." Ochoa's othercentered approach certainly shows that what goes around, comes around: The realtor is now a multimillion-dollar top producer at the property. "I feel that more than selling or pushing a product, I give my colleagues and buyers the tools and information they need to make smart decisions on their own."

Dream Home Musts: "Resort-style buildings with amazing water views, which is what Miami is all about."

Inside Tip For Buyers: "Right now is the perfect time to purchase that property you've been thinking of buying. The real estate market is changing rapidly in Miami and inventory is absorbing very quickly."

Inside Tip For Sellers: "The market is going up and it's a good time to sell because properties are increasing in value."

Predictions For 2013: "We'll see more of the same trend we've been experiencing for the past 6 months: the market rising, inventory absorbing fast and a lot more pre-construction projects coming to the market."

PABLO RODRIGUEZ

Vizcayne/ISG Downtown 786.347.7440 PabloR@isgdowntown.com Vizcayne.com

ablo Rodriguez didn't just want to sell real estate, he wanted to get involved in a project that would help change the face of the city. He found it in Vizcayne, a luxury Downtown Miami development with stunning views of Biscayne Bay. "It had all the right components," he recalls. As it turned out, Rodriguez was a perfect fit for the development, combining experience as an architect and broker with an impressive international background that helped him work with buyers across the globe. That same experience has proved vital to weathering the recent economic storm. "The plan was to focus on those who would benefit from the difficulties here in South Florida: investors from Europe and South America." And so Rodriguez hit the road, meeting and networking with buyers from a host of different countries. Besides his great sales record, there have been other benefits: "Thanks to my job, I now have friends all over the world," he says.

Dream Home Musts: "It must be the perfect investment and include a combination of opportunity and location that may come only once in a lifetime. Finding that moment is the dream feature!"

Inside Tip For Buyers: "Every person has a different reason to purchase. Following that particular motivation and sticking to that plan is the secret of a successful purchase. My tip is not to deviate from that idea."

Inside Tip For Sellers: "Don't miss the opportunity when presented. If a buyer meets a vast majority of the seller's needs, it's usually the opportunity that every seller has been waiting for. Do not let it pass by."

Predictions For 2013: "The market is just starting to get better and it will continue to progress in South Florida for several years. Therefore, 2013 will be a year to take advantage of the new wave in real estate."





RUEDI SIEBER

Sieber International 786.527.3138 RSieber@SieberInternational.com SieberInternational.com

hen it comes to making a sound investment, Ruedi Sieber's money is still on real estate. And with an impressive background in banking and investment, he's well-positioned to know. "Real estate is a tangible investment asset for clients around the world who want to have access to prime U.S. cities," he notes. Through Sieber International, he's able to help clients from across the globe manage just about every aspect of that investment – from buying and selling to rentals and property management. For Sieber, who was born and raised in Switzerland, thinking internationally has definitely paid off, particularly when the market took a turn. Having the ability to speak perfect Spanish, he was able to extend into markets such as New York and Panama, which helped him flourish during tough times. But South Florida continues to have a special appeal. "This is where south meets north," he says. "It's a perfect geographical location."

Dream Home Musts: "Definitely an oceanfront view is a must!"

Inside Tip For Buyers: "There are very good deals out there, but they may not be as available as they use to be. When working with your broker, make sure they understand your needs and what you're looking for."

Inside Tip For Sellers: "Take advantage of the rising market. Don't sell short because there are more and more clientele wanting to invest. Well-priced properties are guaranteed to sell."

Predictions For 2013: "Prices will continue to rise, demand will increase and inventory levels will be very low."

MARIA ANTONIETA LAVIOSA

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alk about a success story: When Maria Antonieta Laviosa started her own firm in 2007, times were tough. Since then, it's grown from a small office with just a couple of agents to triple the locations and more than 20 realtors...as well as a property management division! Imagine that when Laviosa first arrived in Miami, she was learning a new job in a new country with a different language. So how did she overcome the challenges? "With a lot of hard work," she exclaims. Going the extra mile is a fundamental part of Laviosa's business philosophy – even if she doesn't advertise it. "Most of the time my clients don't know that I go beyond my duties to make sure that they have no worries with their properties, closings, inspections, insurance and more," she admits.

Dream Home Musts: "A large terrace in a condo with a combination view of the city with Biscayne Bay and the ocean, from at least the 30th Floor!"

Inside Tip For Buyers: "Besides location, which is the most important thing to for any property, I believe that each property has a particular buyer and definitely goes to the buyer's instinct — what's good for one buyer, may not be good for another."

Inside Tip For Sellers: "If you list with the right price, it will sell in no time."

Predictions For 2013: "I can only think of amazing things for 2013. The prices will keep increasing, especially in Downtown Miami and its surrounding neighborhoods. The international investors will keep coming, and the locals will be motivated to buy as well."





JACKY LONDONO

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¬ or Jacky Londono, success is not an accident – it's the result of her commitment to hard work. professionalism and great skills. With 16 years of real estate experience, she's earned a proven track record for negotiating every dollar for her clients, a skill she perfected with her business degree and experience as OC for Levi Strauss Latin America. She also understands the difference between investing a client's money and spending it, a fundamental distinction that helps set her and her team apart from the competition. It's that team - a group of residential specialists with fluency in English, Spanish, French and Italian – who provide the supporting information her clients need to make a savvy investment. "I believe every client should have a white-glove experience, whether they're buying a \$100,000 apartment or a \$10 million shopping center," Londono says. "We're the 'private bank' of real estate."

Dream Home Musts: "For residential clients, our dream is that they make money when they buy, so they can feel good adding dream features. For our commercial clients, we love a positive cash-flow, appreciation, upside potential and tax-estate protection."

Inside Scoop For Buyers: "A savvy buyer will act on a good investment; our team's job is to relentlessly find those investments."

Inside Scoop For Sellers: "Take advantage of the tax, exit and estate planning strategy of a 1031 exchange and a Real Estate Trust."

Predictions For 2013: "Long-awaited immigration reform will open the door to other countries, streamlining the process for visas and requiring minimal investment amounts. This will certainly have a positive impact on our local multi-ethnic community."

GIULIETTA ULLOA

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iulietta Ulloa is loving life. This past year, she's beat her previous record, selling numerous apartments in the pre-construction phase of Key Biscayne's gorgeous new waterfront development, Oceana. It's a success that earned her "Top Producer" honors from EWM's Key Biscayne office for the second time in a row - and she's accomplished all of it while doing something she thoroughly enjoys. "I just love doing real estate," she admits. "Others consider it a job, but for me it's a way to enjoy life." What's more, Ulloa appreciates the opportunity her career gives her to check out the latest trends in architecture and interior design, to help her community, and most of all, to meet new people. "I truly care about people...for me, my clients have priority over any other interest, and they feel it."

Dream Home Musts: "A definite must is a bright oceanfront property with lots of sunshine all year round."

Inside Tip For Buyers: "Buying a property is an investment...but most of all, if you're looking for a place where you're going to live, look for those special details you'll enjoy day in and day out."

Inside Tip For Sellers: "Selling a property is easier if you emphasize to your realtor the great features of your home and try to keep it attractive. Use flowers and perfumes, and make it magical."

Predictions For 2013: "Real estate is booming again, but this time buyers have more knowledge and developers have learned from their previous actions. I envision 2013 as another very successful year."





LINETTE GUERRA

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eal estate is a family affair for Linette Guerra. "My mother started La Playa Properties Group in 1996," she recalls. "Norma Guerra's strong work ethics and high professional standards are always present in my mind in every transaction I make happen." Linette Guerra entered the business at the young age of 18, and 23 years later still wakes up every morning excited to make the next deal happen. Of course, it helps that she's very good at it: This past year, La Playa sold out the 98-unit 23 Biscayne Bay hi-rise in a record 7 months. When she's not working, she loves volunteering with Big Brothers Big Sisters. "My little sister Charnice is a bright spot," she says. "Seeing the difference my family and I have made in her life makes it all the more worthwhile to make time to see her even when I'm down to my last ounce of energy."

Dream Home Musts: "Access to a huge manicured lawn with the Atlantic Ocean as a backdrop, a pristine water lagoon pool, and private oceanside restaurant all without getting into my car — all of which I just happen to have at Continuum on South Beach!"

Inside Tip For Buyers: "Choose a knowledgeable agent in your area and make informed choices. There are still amazing deals out there, you just have to find them. A great agent will save you time and money."

Inside Tip For Sellers: "With all the political turmoil going on in South America and the high real estate taxes paid in European countries, we have buyers from all over the world looking to invest. Sellers are definitely in the driver's seat!"

Predictions For 2013: "With all the prominent business and cultural events taking place in South Florida every month, Miami has been transformed into a global hub city. That being said, Miami's real estate values are still undervalued compared to its peers."

DANIEL GAVIRIA

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or Great Properties Owner & Broker Daniel Gaviria, honesty is always the best policy - even if it means missing out on a sale. "There have been times when I've preferred to let a client know he was not making a good buy or investment," he admits. "I've never regretted it, and many clients have thanked me later for giving them good and honest advice." It's this commitment to client care that helps explain Great Properties' continued success. Gaviria's small, boutique-style company now has 80 dedicated, professional agents working in its Key Biscayne and Doral offices. "I was inspired to start a career in real estate over 20 years ago because I love the people aspect of it and enjoy putting deals together," he says. "There are very challenging moments, but I adore the career I chose and hope to be doing this for many years."

Dream Home Musts: "A location where friends, schools, restaurants and my office are all within a few minutes of my home. Of course, an ocean view is a definite plus!"

Inside Tip For Buyers: "Realistically, you should know exactly how much you can afford and have your financing lined up. Be ready to place an offer as soon as you find something you love. Things are really moving again!"

Inside Tip For Sellers: "Have an agent who will do the research and be honest with you about the correct pricing of your property, so that it will sell within a reasonable timeframe. Also, de-cluttering is very important."

Predictions For 2013: "Even more foreigners will be coming to South Florida because of the great exchange rates, declining economies and political situations in other countries. South Florida will always be desirable to Europeans and Latin Americans."





CHAD CARROLL

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Then Chad Carroll first arrived in South Florida, he knew he had his work cut out for him starting a business from scratch. "I knew if I kept at it, I would eventually reach my goals," he recalls. Through a combination of constant networking and 7-day work weeks, Carroll did more than just succeed, leveraging his own venture into a top position with Douglas Elliman. There, he has become one of the main players in the industry, with \$50 million in development and luxury sales in 2012 alone. "I've always been a businessman and saw a lot of opportunity here in Miami and had to be a part of it." He's also optimistic about what lies ahead, thanks to continuing demand from luxury buyers for larger properties, an increase in bank lending and smart moves from area developers. "I anticipate another strong year and recovery for not only the Miami market but the industry at large," he says.

Dream Home Musts: "My dream property feature is a large rooftop pool overlooking the Downtown Miami skyline."

Inside Tip For Buyers: "Investors should partner with a professional who can keep them in-the-know about choice properties before the rest of the market hears about them. Luxury buyers should look for a dream home that has every feature they want."

Inside Tip For Sellers: "The more competitive you price and market, the better chance you have of selling in a short amount of time. I'm all about marketing my properties through numerous online and print publications to help find that perfect buyer."

Predictions For 2013: "We'll see another upswing in the luxury market. I don't foresee the foreign buying frenzy slowing down anytime soon and the domestic buyers are just starting to heat up."

CARLA DEFORTUNA

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arla Defortuna has a great admiration for her grandfather, Jose Andres Defortuna. The Argentian immigrant moved to Miami and built Fortune Int'l Realty from the ground up. Thanks to him and her mother, Monica, and uncles, Walter & Edgardo, the family example of how hard work leads to success proved profoundly inspiring. "Without them, I wouldn't be where I am today," Defortuna admits. Knowing from childhood that she wanted to work in the family business, Defortuna sought a degree in Business Administration, working first in the company's marketing department before transitioning to real estate sales. It hasn't been easy finding her own place in the Fortune world, but Defortuna knows she'll succeed. "I know that I have to work very hard to make it, but I'm confident I have both the talent and the dedication to continue in my family's footsteps," she says. "The core values my family has instilled in me throughout my life are the same things that make Fortune a success."

Dream Home Musts: "Ideally, a great backyard for entertaining to have family and friends over, complete with a gazebo, comfy couches and a BBQ area for grilling.

Inside Tip For Buyers: "It's not just about finding the perfect home but about keeping the perfect clients for life."

Inside Tip For Sellers: "Price right, choose the right agent, and know the competition."

Predictions For 2013: "As international markets continue to get stronger, the strength of foreign currency and limited inventory will only cause an already hot Miami market to continue to surpass all expectations."





MARY PEREZ KING

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orking at developer Alex Jimenez Ness's stunning Eloquence On The Bay is a unique opportunity for Maria Perez King, since it's meant getting her hands into just about every aspect of the business she loves. "My passion for real estate begins at working with the developer from a project's inception by providing input on the residences, finishes and floorplans," she says. Perez King even recommends which lifestyle amenities should be included to meet buyers' needs. Her love of the job fuels a positive outlook that she maintains even under truly challenging circumstances, like the recent real estate recession. "It allowed time to create ideas, and for marketing, developing new relationships and strengthening existing ones," she asserts. Of course, it helps that she's a multi-million dollar producer representing leading South Florida developers. "Miami real estate is among the most luxurious and desired in the country, and it's easy to see why," she says.

Dream Home Musts: "Ideally, a resort-style retreat on Biscayne Bay with boat dockage on a peninsular bayfront lot."

Inside Tip For Buyers: "This is an excellent time to buy, before prices rise."

Inside Tip For Sellers: "Look for a qualified agent to market your property. Determining the price of your home or condo is critical. A well-priced home will sell quicker, while overpricing your home is risky."

Predictions For 2013: "We're slowly starting to see the next cycle in real estate. The desire of international buyers to purchase in Miami is increasing. Undoubtedly, demand fueled by strong sales from investors, foreign buyers, U.S. and local markets will continue."

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REAL ESTAILS ROYALTY

To say that Alicia Cervera, Sr., of Cervera Real Estate is the matriarch of The Magic City's now-booming real estate market would be a bit of an understatement. The daughter of a high-profile ambassador and a self-made developer, Alicia left Cuba at the onset of The Revolution only to arrive in the U.S. with nothing. Her riches-to-rags-to-riches journey is not only inspiring, it's one of Miami's greatest success stories.

TEXT BY **JORGE ARAUZ** PHOTOS BY **NICK GARCIA**



t all started in 1930 in Lima, Peru. From the beginning, you could say Alicia's script was written. Her father was a Naval officer turned lawyer turned diplomat who was also an adjunct professor of history at one of South America's most prestigious universities. "Some of my fondest memories growing up are meeting world leaders and prominent ambassadors with my dad,"she says. But it was her mother who had planted the real estate seed in Alicia at a very young age. She was a self-made developer who taught her daughter some pretty valuable lessons about architecture, interior design and realty. "I loved visiting construction sites and reviewing floorplans with my mom," she says. "The best part is that she always had a knack for convincing my father to do whatever she wanted him to do!"

So it came that throughout her childhood and into her 20s, Alicia traveled the world and lived in many places thanks to her father's position as a global ambassador. Among her adventures: She found a oneness with nature at age 5 while living in a small rural town in Peru, and again in her teens while visiting Arequipa, Peru's magical "White City"; she survived a bout of appendicitis in Paris at 16, missing her graduation as a result; and she sailed the waters of Argentina on a Navy ship full of young officers who taught her how to dance. "To this day, I still love rumba, tango, salsa, merengue and bolero," she says, mentioning she's never been opposed to dancing on tables.

But the real fun didn't start until her father was assigned as Peru's Ambassador to the UN in 1949. That's when Alicia really started to come into her own. "It was like heaven," she

Whether she's at home, at the office or in a meeting somewhere halfway around the world, Alicia Cervera, Sr., is at the top of her game making sure there's never a stone left unturned or a missed opportunity.

recalls. "There were big parties, a thriving arts & culture scene and something to do every night." Plus, she says, it was exciting going with her father to his daily UN reunions. "I was my dad's driver's assistant, so when we'd take him to work, I'd stick around and sit behind him at the UN conferences," she says. "At the time, the UN was considered the salvation of the world, so I got to meet everyone from Eleanor Roosevelt to President Harry S. Truman to Pope Pius XII, who patted me on the head one day and told me he loved my country."

When 1950 rolled around, Alicia's father was relocated to Switzerland, which allowed Alicia to spend a couple of summers in Capri. "Anybody that was anybody was there," she says. "I had the time of my life." Among her fondest memories was earning a "Best Dressed" award that was handed to her by iconic Italian designer Emilio Pucci. "I arrived at the party wearing a purple dress I'd found on sale at Lerner's with in-laced gold flowers and a silver back, while everyone else was strutting around in their extravagant designer dresses," she says, mentioning her outfit was further complemented by a giant gold emblem she wore around her neck of an Inca god.

That same night, she met "the most handsome man in all of Italy," Prince Mauricio Hesse, grandson of Victor Emmanuel III, King of Italy. It was an encounter she says she'll never forget. "I was with my mother at the party and all of a sudden





his secretary comes over and tells me he'd like to have dinner with me," she says. "My mother instinctively interrupted and said that if he wants to have dinner with her daughter, he'd better come over and ask himself...well, needless to say, he came over in person and I was off to dinner with him." Unfortunately, she says, a family emergency in Rome caused him to cut the date short. "As he was leaving, he leaned in for a kiss, but I stopped him before he reached my lips...after all, it was the '50s and I was a decent woman...I would've gone directly to the gates of hell if I allowed him to do that! The following year, when he arrived in Capri, everyone told me he went around the entire island asking for the Peruvian girl, but I never saw him again."

In the years that followed, Alicia's father, as Peruvian Ambassador, went through a series of quick transfers beginning with a few months in Ecuador followed by a brief stint in Panama and ending with a formal relocation to Cuba in the early '50s. "Havana was a beautiful city and I remember my sisters saying that they were going to end up marrying a Cuban man, which I thought was unpatriotic at the time. Ironically, a year later, I met my husband, Javier Cervera, who on our first date told me he was going to marry me. I thought he was such a liar for saying that! But 9 months

Cevera Real Estate's first major break came when Harry Helmsley gave her a contract to sell The Palace in Miami. The deal lead to a series of offers that put Cervera on the map in a big way.

later we were getting married." Turns out that Javier's family owned one of the biggest sugar empires in Cuba at the time. "His career was in Cuba, so I made the decision to stay," she says. "Once my family moved back to Peru, it was the first time in my life I didn't have them around...but it was a sacrifice I was willing to make in order to be able to embark on the next phase of my life with my husband."

For their wedding gift, the couple received a sugar plantation in Camagüey. Shortly after, they welcomed their first daughter, Veronica, followed by the birth of Alicia, Jr., a few years later. Then everything changed. "The Revolution was not a surprise for us," she says. "Many of our friends were in favor of Fidel Castro, but my brother-in-law, who had been in school with Castro, knew exactly the type of person he was. We didn't like it at all." Alicia says the first warning signs she got that things weren't right was when Cubans began getting forced propaganda speeches every time they picked up the phone. "I remember thinking we had to come up with a plan to leave the country, and quick," she says.

So it came that after the new regime began taking ownership of private land around the country and started issuing death threats against anyone who questioned Castro's tactics, Alicia decided to take advantage of her daughters' (3 and 6 at the time) American visas and fly them out to stay with their grandparents in Miami who had recently fled Cuba. Simultaneously, she tried to figure out a way to get herself and her Cuban husband out of the country for good.

Alicia looks back on her kids' departure with a heavy heart and tears in her eyes. The worst part, she says, is that she wasn't permitted to escort her daughters onto the plane and had to watch them from the other side of a glass wall. "I saw them walking to the plane with a couple of toys each, but each child leaving Cuba at the time was only allowed to take one toy with them," she says. "I remember Alicia, Jr., getting one of her toys taken away by a soldier before they were permitted to board the plane," she says. "Veronica started kicking at the soldier's boots to defend her sister, but the heartless animal wouldn't budge. I was banging on the glass wall, yelling at my children to just go to the plane, but they couldn't hear me." While all of this was going on, the flight hostess who was escorting the girls to Miami was waiting in the wings because she couldn't get off the plane to help since Americans were banned from setting foot on Cuban soil. Finally, Veronica gave her toy to her little sister, and took her by the hand, leading her to the plane. "It killed me to stand there helplessly watching all this happen, without having one ounce of power to do anything about it except pray that my girls made it onto that plane safely," says Alicia. "I wouldn't wish what I experienced on my worst enemy."

A few weeks later, after the Cuban militia burst into her house looking

QUEEN OF QUIRK

Read on to discover some fun facts you might be surprised to learn about Cervera Real Estate's Alicia Cervera, Sr.



1. The first position she applied for after arriving in the U.S. was for a sales gig at Sears. She didn't get the job.



2. She's sold properties in Miami to the parents of the likes of Mega-Developer Ugo Colombo, Fortune Int'I's CEO Edgardo De Fortuna and Arquitectonica's Principal Bernardo Fort-Brescia, to name a few.



3. Her COO, Lizzie Giuffra, has been with her since the early '80s. Alicia promises to retire when she does...she just needs at least a month's heads-up from Lizzie to get everything in order.



4. She prefers to use pencils instead of pens because it makes her nervous when she can't erase things, except, of course, when she's signing contracts.



5. For years, her son has sent her a bouquet of flowers every Friday. She considers it her good omen of the week, every week.



6. Even though she's sold so many hi-rises, she doesn't like to ride in elevators, and when she absolutely must, it's under extreme duress.



7. When she's relaxing outside enjoying a breezy, warm day, she likes to sip on a tall glass of iced tea; when she's in the mood to be a bit more daring, she orders a pisco sour.



8. Shortly after arriving in the U.S. to escape the Castro Regime, she dreamed of writing a book called *45 Minutes To Poverty*. She still keeps the idea alive, but says she needs to find a good ghostwriter first.



9. She's helped a slew of celebrities find luxury homes in The Magic City including Dwayne Wayne, Alonso Mourning, Pat Riley, Vanilla Ice, Don Francisco, Anna Kournikova & members of The Iglesias Family.



10. On more than one occasion, she's been dubbed "The Queen of Brickell"...and rightfully so, as she's credited with turning the area into a resounding success since 1969.



for her husband, Alicia's father pulled some strings to help secure Javier's political asylum with protection from the Mexican embassy so he could fly out of Cuba with Alicia, who was still a Peruvian citizen. "We'd lost everything," she says. "We left Cuba with \$600 in traveler's checks that we found in one of his pockets...we had our mind set that we'd start from scratch when we got to the U.S."

After arriving in America via Mexico, Alicia was reunited with her daughters in Miami. The family rented a little house in Coral Gables with the help of their relatives. A few days later, the gravity of the situation hit her like a ton of bricks. "I was having a full-blown panic attack, my balance was off, I was sick to my stomach. It was hard to breathe," she says. "I just couldn't get the flashbacks and visions of those last few months in Cuba out of my mind."

While deciding what she was going to do to help support the family, one day as she was scanning the local paper, she read that city officials had changed the zoning of area in Miami from residential to multi-family. She remembered a lesson her mother had taught her: When you find an opportunity in real estate, a true visionary knows exactly when to strike. She got on the phone with the leading real estate company at the time and persuaded them to have a meeting with her ASAP because she wanted to invest in a property in an upand-coming area in Miami called Brickell. "I met with them

Three generations of Cervera woman helm Cervera Real Estate in Brickell. All admit that there are pros and cons to working with family, but they all say they wouldn't have it any other way.

at 3 p.m. that day and toured a \$95,000 property where the Skyline On Brickell building stands today," she says. "I knew instantly that this was the perfect investment for me, there was only one problem: I only had \$2 in the bank!"

Almost immediately, she began to think of ways to raise money for the \$20,000 down payment she needed for the property. She remembered that they had \$5,000 worth of Woolworths stock that her daughter Veronica received as a present from her grandparents when she was born. That was a good start. Her next step was to pawn all her personal jewelry, which fetched her another \$5,000. Needing to raise an extra \$10,000, but having nothing else to pawn, she put on her entrepreneur hat and went into various department stores to buy clothes on her credit card to take back to Peru to sell to friends. But even that effort left her \$5,000 short. "I couldn't let this property slip through my fingers," she says. "The only option I had left was to get a partner, so I approached the guy who was brokering the deal and offered him a stake in the investment to get the additional funds I needed. After providing him with some persuasive future projections on the investment, he said yes!"



After the property was purchased, came the challenge of selling it. Realizing the interest and taxes were too much for her to afford, she knew time was of the essence. And to add on to the drama, she was pregnant with her third child. This time it was a boy and his name would be Javier, Jr. After she finally found a buyer, the paperwork arrived while she was on a hospital bed about to give birth. "I was so happy," she says. "I think the contract still has a tear on it! I'd turned a good profit on my very first real estate investment — and I had a brand new baby to love!"

From that moment on, Alicia lived and breathed real estate. Soon after welcoming her son, she joined a local firm to cut her teeth in the business, and quickly became the top sales person there. Even though she was highly successful at the firm, Alicia knew that her destiny was to launch her own company after putting in the required 2 years to become a broker. When she was ready, there was only one name that felt right: Alicia Cervera, and later, with the family joining the firm, she changed it to Cervera.

Her first office was modest; it was a small desk at a fellow broker's firm that was located across from where Monty's on South Bayshore Drive is now. It was 1979 and the real estate market was just recovering from the crisis of 1976 "The city was beginning to be known as a place to be," she says.

The legacy of The Cervera Family is long and strong, with each generation teaching the next their secrets to success in order to assure the family remains a leader in the field for years to come.

Alicia's big break came a few years later when she heard that the owner of the Empire State Building, Harry Helmsley, had just bought a plot of land in Miami where he was going to build a 36-story condo called The Palace. It was going to be the tallest condo in the city. "This was just the type of BIG listing I needed," says Alicia. "I wrote him a letter sharing my background and asked to meet with him next time he was in town." Shortly after, she got a call from NYC. "I thought it was a prank," she laughs. As fate would have it, it wasn't, and Helmsley invited Cervera to his penthouse in Palm Beach to talk business with him and his wife, Leona Helmsley, the notorious "Queen of Mean." By the end of the meeting, Leona took her to the side and said the job was hers for a few reasons: 1.) She was hard-working; 2.) She knew the business; and 3.) She needed the money.

Alicia was riding high. Her firm, now up to 20 employees, pre-sold the whole building in a matter of days. "Honestly, it was an easy sell," she says, mentioning she had a trio of stations set up for potential buyers when they arrived at her office: one to greet them, one to have them fill-out the



paperwork and the final one to pay. "All we had to do was say The Helmsleys were building a *Palace* in Miami, after all, that *was* the name of the project...we used that little detail to our full advantage!"

After The Palace, Alicia became the go-to firm for both new and existing developments in the city. "At this time Brickell had already started to blossom as an international hub for business," she explains. "Banks were sprouting up left and right, law firms and financial institutions were setting up shop — the area was booming faster than anyone had anticipated."

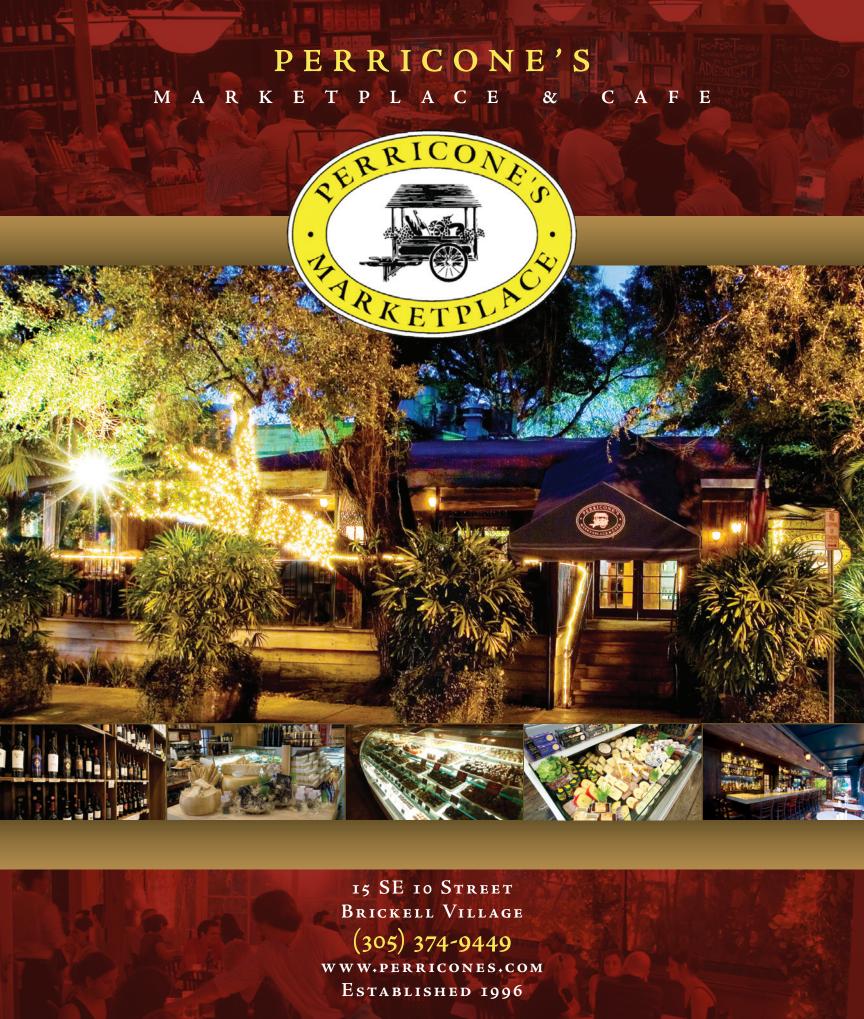
What followed was a speedy succession of successful deals that further put Cervera on the map including a major deal with Atlantis, the building made famous in the opening credits of *Miami Vice*; a multi-million dollar negotiation that sold the entire Brickell East building when it was on the verge of bankruptcy; and a \$25 million agreement with NYC's Millennium Group to purchase a plot of land where the Four Seasons currently stands.

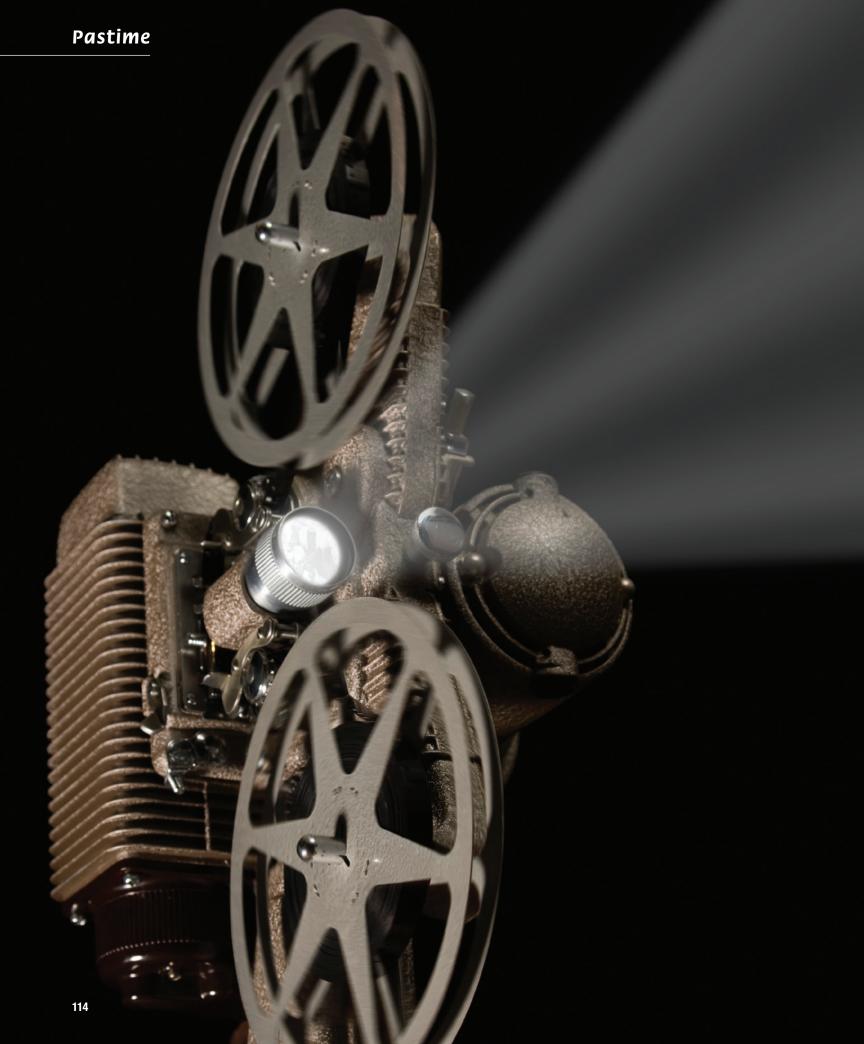
"Throughout the decades, Miami has changed and evolved a lot," she says. "In the '70s, there wasn't much to do other than to enjoy the weather, swim and get some sun...in the '80s more people started moving to the city, but there was still something lacking, I even remember foreign investors abruptly selling their properties at that time because they said they were bored with the city," she says. "Today, many of those folks are re-investing — albeit at much higher prices — and more and more people are calling Brickell & Downtown home because now we have everything they want at their

Looking toward the future, Cervera sees only positive things for her firm and for Miami as a whole. She says new projects currently under development will surely lure even more quality residents from around the world here.

disposal including a myriad of luxury, shopping, dining, five-star hotels, cultural and entertainment options. We offer a lifestyle and landscape that can hold its own against just about any major city in the world."

Today, from her Brickell headquarters, Cervera Real Estate has more than 300 agents. Alicia's daughters, Veronica and Alicia, Jr., were incorporated as partners in the business in the '80s and her son, Javier, heads Cervera Real Estate Ventures. More recently, the next generation has joined the family business with the addition of Alicia's granddaughters to Cervera. Together, Alicia and her team have represented almost every major building in the Brickell/Downtown and Biscayne Corridor neighborhoods including 900 Biscayne, Latitude, Marquis, Epic, Bristol Tower and the highlyanticipated BrickellHouse development, just to name a few. Their total efforts constitute more than 85 projects throughout South Florida with billions of dollars in sales and a proven record of success in everything from selling, buying and marketing properties to managing them. "Many credit me with the evolution of the area but the fact is that I truly believed that the Brickell/Downtown area was going to one day hold some of the most desired addresses in the world," she says. "I think it's safe to say that day has finally arrived and it's only going to get better from here!" BM





POSH VEW

The vision behind Paragon Grove Theaters full-feature cinema is to offer the best technology and amenities without the premium pricetag, creating affordable luxury that's as entertaining as the latest blockbusters they show.

TEXT BY SANDY LINDSEY
PHOTOS COURTESY OF PARAGON GROVE THEATRES

rab a date, the kids, your spouse or yourself and head to a place where you can find adventure, comedy, romance, drama, highly detailed animation and unbelievable special effects all under one comfortable airconditioned roof. Paragon Grove 13 located in Coconut Grove takes the experience even further with food offerings that go well beyond the expected movie theater eats and includes beer, wine and the convivial Lot Bar & Lounge with its large-screen video wall and artwork by Stephen Gamson and Jorge Rodez. This mecca of movie-watching also features VIP luxury leather seats and reserved seating.

What's more, the Prestige Imports VIP Premier Theaters are oases where patrons may choose from a delicious tapas menu as well as savor fine wines and beers before or after catching a flick. "The world of theater exhibition is changing rapidly," says CEO Mike Whalen. "Given the competitive pressures from other forms of entertainment, theaters must reinvent themselves and offer an integrated entertainment experience that's not just about the movie, but where the movie is part of the overall entertainment experience."

Paragon Grove 13 originally opened in Coconut Grove in 2010 on the site of the old AMC Theaters in Cocowalk and

began a comprehensive \$4 million upgrade. "The 4 renovated auditoriums (completed this past Nov.) feature Miami's only luxurious leather dine-in movie seats in an elegantly designed space, as well as an expanded menu from The Lot Bar & Lounge. "Moviegoers will see improvements throughout the theater from the moment they walk in the door," says Paragon's President Mike Wilson, who spearheaded the renovations. "We created a more elegant space with renovations to the lobby, the Lot Bar & Lounge and the VIP auditoriums, all of which encompass our vision of luxury and design."

While The Lot Bar & Lounge was designed to be the perfect movie companion, its welcoming atmosphere entices patrons to simply stop in for a quick drink, a meal or to enjoy a sporting event on the new 80-inch television and multiple 55-inch screens. "We have a special every day," says Andrew Holmes, Director of Food & Beverage. Those offerings include \$3 Domestic Beers on Sundays, \$3 Brats on Mondays and 'Endless Pizza' on Wednesdays for \$10." The menu was also updated to include burgers and wings and specialty cocktails such as Prosecco Mojitos.

The concept of the integrated entertainment experience certainly works, garnering enthusiastic customer reviews on sites such as Yelp! and Foursquare. However, the really



incontrovertible proof is in the bottom line with sales up approximately 40% from the levels achieved when the theater was AMC. The Diamond Rewards Program further encourages customer loyalty, offering the opportunity to earn everything from a free small soda to free movie tickets.

Recently, the auditoriums were rented out by groups who wanted to watch the presidential debates on the big screen and/or on the large screens of the Lot Bar & Lounge. Other private auditorium rentals have included the premiere of a new music video and a school that brought a large group to see *Lincoln* in addition to various private screenings.

The company also has a very strong focus on customer satisfaction and commitment to the local community. The Paragon Grove's grand opening party featured a silent auction with all the money raised going to Honey Shine Mentoring, a division of the Mourning Family Foundation, which inspires and empowers young girls. Whalen states that some of his most rewarding moments have been while working with the many charities and events hosted at Paragon Grove Theaters and seeing the monies raised for those in need.

At present, Paragon has a total of 6 theaters in Florida, Virginia and Minnesota. Their first theater, Paragon Village 12, in Fredericksburg, VA, is a 70,000 sq.-ft. megaIf you're in the mood for a movie-going experience like none other, you should make it a point to check out Paragon Grove Theatres and The Lot Bar & Lounge in the heart of Coconut Grove on your next movie excursion.

entertainment venue in partnership with Splitsville Luxury Lanes. It boasts 16 lanes of first-class bowling. "We plan to continue to expand and will announce several new projects shortly," adds Whalen.

All 3 of the Florida locations — the Grove, Deerfield 8 and Daytona Ocean Walk where work is still ongoing — are renovations of older, existing movie theaters. The new projects have added a refreshing vibrancy to the surrounding areas. Daytona Ocean Walk boasts a fabulous location on the Atlantic Ocean and features banquet rooms that take advantage of the beautiful ocean views that are available for parties. "We simply ask that you give us a try," Whalen concludes. "We promise to deliver a movie-going experience that's very different from traditional Miami theater experiences."

To see the difference for yourself, stop in at Paragon Grove 13 and The Lot Bar & Lounge at 3015 Grand Ave. in Coconut Grove. For more information, call 305.446.6843 or visit ParagonTheaters.com.

WE WISH YOU A HEALTHY AND PROSPEROUS 2013!









728 Ocean Dr., South Beach

Priceless , prime location in the heart of South Beach and all the action. Ocean front building with approximately 10,000 sq. ft. Current tenant is a well known restaurant chain. Free standing, corner building, 3 stories , mixed use and with a Triple AAA tenant on the ground floor. Can be used for retail/commercial/restaurant. \$14,975,000.



Casa del Mar 8A

Amazing and unobstructed views of the beaches, ocean and Biscayne Bay from this 3120 sq. ft. apartment. Very spacious rooms, closets and in live-in condition or can be remodeled to make it an out of this world apartment. 3 bedrooms/3 baths. Great building with remodeled Lobby, party room and common areas and just steps from the beach. \$1,500,000



Casa del Mar # 23A

"Spectacular, panoramic and unobstructed" views of the ocean, beach and Biscayne Bay, the Lighthouse and beyond. Super spacious and with 3,120 sq. ft. with large rooms and baths. All rooms have great views. Great building with modern and remodeled lobby. \$1,799,000.



Commodore Club South #201

Beautiful Lanai unit. Totally remodeled with exquisite taste and style. Very spacious 3/2 with direct views of the ocean. Direct access to the beach and gardens from this special unit. Has washer and dryer in the unit. Great opportunity! \$1,149,000.



900 Biscayne # 4205

Spectacular views of the AA Arena, Biscayne Blvd corridor, and Biscayne bay beyond. See the cruise ships sail by! One bedroom/one bath with almost 1000 sq. ft. All marble floors, impact glass windows, large balcony, and mega luxurious building! \$498,000.



19400 Turnberry Way #1231

Spacious 2 bedr/ 3 bath at The Parc at Turnberry. High floor unit with open water, marina and park views. Private elevator entry and all top of the line kitchen. Walk to the park and Aventura Mall. \$459,000.



Millenium Tower # 44C

Great property in the ultra luxurious Four Seasons Residences. Every luxury is at your fingertips. Spectacular views of the water and skyline from the floor to ceiling windows. Ten foot ceilings. Custom window treatments and appliances. Large 2/2.5 with 2139 sq. ft. \$1,425,000.



Quantum on the Bay # 1516

Great one bedroom plus den and 1.5 baths. Great location, finishes and spectacular views. Live in the center of all the action! Great price! The modern and amazing amenities include a pool, spa, theatre, conference and party rooms! \$289,000.



9990 NW 14 #6, Doral

Class "A" warehouse and office space in Doral. Two dock height, rear loading door, ample parking and close to SR 836, Fla Turnpike and Dolphin Mall. 15 mins. from Miami Intl. Airport and 30 mins. from the Port of Miami. 5614 sq. ft. \$875,000.





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HAUTE LIFE



Imagine days and nights filled with meaningful moments and exquisite experiences in a home that's at once grand and artistic, yet comfortable and familiar...a place where splendor and sophistication unite with flawless ease. This is the essence of Sunny Isles' Château Beach.

TEXT: YOSHI SANZ | PHOTOS: VENEGAS INTERNATIONAL GROUP

REALTOR: Monica Venegas, Principal, Venegas Int'l Group; 305.944.4440; ChateauBeachMiami.com



pon arriving at Château Beach in Sunny Isles, the difference is clear. The curves of contemporary architecture echo the undulating waves of the nearby sea. Here, 84 exquisite residences ranging from 2-5 bedrooms within a 33-floor tower offer expansive balconies overlooking the Atlantic Ocean, as well as a trio of unique sky villas hovering over the coastline with private balcony pools and lush landscaping that lines a private driveway ascending to an elevated lobby entrance. "Sunny Isles Beach is quickly becoming the first choice in South Florida for European and Latin American buyers," says Château Beach's exclusive Sales & Marketing agent Monica Venegas, Principal of Venegas International Group. "The demand for ultra-luxury projects in this area is unprecedented and Château Beach is comfortably poised as one of the most exclusive, high-end condominiums being developed in the neighborhood."

At first glance, the inspiration is undeniable. Organic curves of the nearby beach dunes and its crystalline window walls echo the luminosity of the waves of the ocean it overlooks.

When it comes to world-class luxury living, Château Beach in Sunny Isles surpasses all expectations and offers residents everything they need to reside comfortably in paradise.

The building's location adjacent to protected land, ensures that the vistas will remain unobstructed forever.

Inside, walls of windows and oversized balconies frame views of the ocean, Bal Harbour, Miami and Fort Lauderdale. Much like an exclusive private club or resort, Château Beach offers superior service, gracious amenities and a level of refinement unmatched anywhere else in South Florida, and, perhaps, the world. "The client profile for this boutique development is an international clientele who wants to enjoy the same lifestyle and standard they demand in their respective home countries," explains Venegas. "From whiteglove services, to top-notch amenities, luxurious finishes and unparralled privacy, setting itself apart is exactly what Château Beach has aimed to achieve since its inception."

Among the many lures here is a 5-star onsite beach and pool service, catering from its private restaurant as well





as nearby eclectic bistros and world-class restaurants and entertainment options. There's also a relaxing Moon Lounge on the property and an extraordinary 1,800-sq.-ft. Ballroom overlooking lush gardens offering catering for cocktail parties, formal sit-down dinners and everything in between.

What's more, residences at Château Beach make a profound statement about luxury, style and gracious living. Landmark architecture is bold and breathtaking, and all the residences appreciate the importance of privacy and solitude, which is why each floorplan maximizes all available space, including a 2-story Penthouse boasting a 9,000 sq. ft.+ residence with a private rooftop pool overlooking the ocean. In the heart of the building is a 24th Floor Sky Villa offering a one-floor 8,500-sq. ft. residence with a sunrise and sunset swimming pool in the private terrace. These Collection Residences feature summer kitchens and 12-foot ceilings.

Reminiscent of yachting's heyday, but brought forward to today's modern design sensibilities, there's a refined serenity that seems to flow throughout the building. Installations by internally renowned artists, tasteful accents and barelyMonica Venegas (pictured right) and the team at Venegas Int'l Group believe that an investment at Château Beach is a move well-worth taking.

noticeable transitions between interior and exterior spaces are a hallmark of the one-of-a-kind atmosphere. As such, interiors include conveniences such as private elevators with keypad access; full walls of floor-to-ceiling glass to maximize views; all-suite configurations for bedrooms; open kitchens with gourmet-chef quality appliances and finishes; glass-edged balconies for unimpeded vistas; building-wide wireless internet; and an interconnected phone system that allows one-touch dialing to concierge services, restaurants and the valet.

Thoughtfully planned landscaping enhances the tropical style of Château Beach and creates a seamless connection to the natural environment with garden walls cloaked in climbing ivy and colorful bougainvillea as well as native flora including oak, cypress, green buttonwood trees, coconut trees and Florida's iconic royal palms. As the ultimate expression of the high design standards at Château







Beach, internationally renowned Uruguayan sculptor Pablo Atchugarry will create a monumental marble sculpture for the façade on Collins Ave.

Some people believe it's not enough to live in well-appointed spaces; it's essential to live in action, too. Aficionados of fine wine and cigars will find dedicated spaces created especially for the full enjoyment of these passions. In the Wine Lounge, residents may host elaborate wine tastings or private dinner parties with a large dining table and intimate seating areas for couples and small groups to share special vintages over quiet conversation. Adjacent to the Wine Lounge, the Cigar Bar also offers comfortable seating, a sophisticated air-filtration system and a fully climate-controlled walk-in humidor for secure storage of even the rarest of private cigar collections. There's also a private theatre and kids' club onsite.

Château Beach will also be home to an amazing indoor and outdoor health & wellness facility. Additionally, the spa's large men's and women's dressing rooms each feature showers, steam rooms and a private massage room and sauna. A well-equipped fitness center offers views of the beach and ocean through a dramatic wrap-around glass-window wall. Before or after a spa treatment or workout, residents can recline on chaise lounges or enjoy the oversized whirlpool on the Relaxation Deck overlooking a limitless horizon.

With more than 60% of the project already sold, Château Beach is poised to be one of the most successful — and best priced — new projects in South Florida's history.

Throughout the world, properties developed by The Château Group are known and respected for exquisite quality and luxury, and Château Beach is no different, with exclusive interior design and furnishings highlighting the enticing lifestyle of this unique beachfront community. Modern and contemporary, with timeless touches, Château Beach is designed to deliver unforgettable aesthetics while also enhancing the livability and enjoyment of every inch of this one-of-a-kind condominium.

Currently, Château Beach is under construction and is slated for completion in Fall 2014, with the project already 60% sold. "Besides everything Château Beach has to offer, this is a once-in-a-lifetime investment because the selling price per square foot is \$900, way below prices of new construction in Sunny Isles for oceanfront developments," concludes Venegas. "Presently, other developments in the area are selling between \$1,200-\$1,500 per square foot." To get your very own slice of paradise before it's soldout, contact Venegas Int'l Group at 305.944.4440 or visit ChateauBeachMiami.com.



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Mercedes-Benz of Coral Gables Mercedes-Benz of Cutler Bay Mercedes-Benz of Miami

















Mercedes-Benz













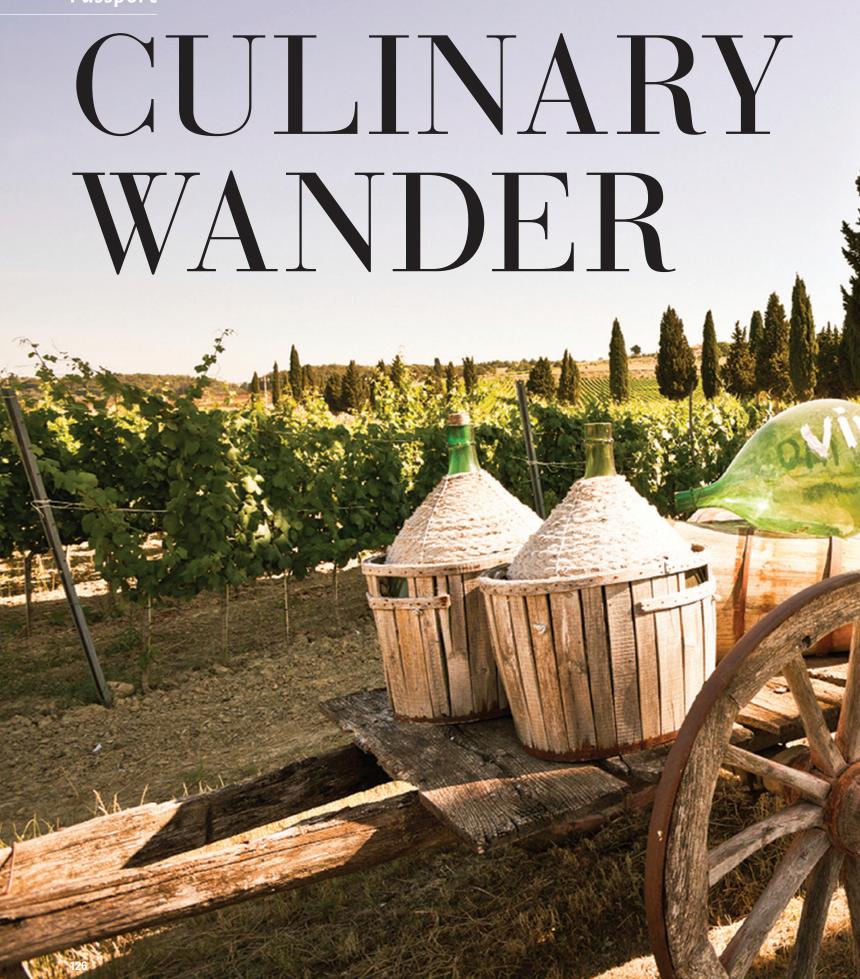








We encourage everyone to form a team and join-in on the fun and all the benefits that make up this marque event. For more information on creating a company team, please visit mercedesbenzcorporaterun.com.







istorical ruins are fascinating, master paintings are mesmerizing, but one of the best ways to truly experience a country, its culture and its people, is via its culinary offerings. The only thing that can make such gastronomic adventures even better is when they are paired with top wines of local and international significance. The perfect gourmet trip, however, takes much more planning than just jetting off to a location known for its delicious dining. That's where culinary and wine travel specialists come in to make the most of your precious, hard-earned vacation time and guarantee a superlative journey.

"The best way to give a client a memorable experience is to anticipate their desires before they do," says Travel Agent Sylvie Tannhauser of Brickell Travel Management. "I listen very closely to folks about the type of trip they are interested in as well as what they like to do in their spare time when not traveling. This allows me to identify characteristics in the client that illicit a desired response so I can plan activities accordingly."

Brickell Travel Management's Wine & Culinary Department is complemented by the American Express Travel Insider Program, which allows them access to resources and connections not available to others. A good example is their

When globetrotting around the world, savvy travelers know that the key to having an experience like none other is to see each place visited through the eyes of a local in order to get the full spectrum of each trip.

"Gastronomic Experience In Basque Country" tour. Many travel to Basque Country without the help of a culinary travel specialist, and while they may manage to eat and drink very well, many miss out on more than half of what is offered on this tour. While the area is known for it's award-winning restaurants Arzak, Akelare and Berasetegui, there are also "Gastronomic Societies" and renowned tapas bars, called *pintxos* by locals and those in-the-know. The tour also includes two exceptional cooking classes and a visit to the bountiful interior to dine on classic, hearty cuisine and watch locals who still practice age-old traditions at several quaint fishing villages on the scenic Basque coast.

"Our trips are unique and authentic experiences in every visited region," says Juanita Carvajal, Brickell Travel's Director of Sales & Marketing. "They've been created for the traveler ready to go beyond traditional and average tourism. Small groups, gastronomic private tastings, corporate events, visits to small wine cellars and hotels with intimate charm and warmth, make our tours memorable experiences that will create everlasting ties with those places."

This is especially true of the chateaux. Some of the chateaux visited are amongst the most exclusive, illustrious and historic properties in the world, but Brickell Travel's Wine & Culinary travel department also invites oenophiles and gastronomes into parts of Bordeaux most tourists never get to experience. We're talking about the small, truly private chateaus that are often family-owned and known mainly to genuine connoisseurs.

The intimate, exclusive tastings at these places go beyond the impersonal sipping of large group tours to offer not only top wines but also the opportunity to learn about the winemaking process and various philosophies of vinters as to what makes a truly fine wine. This behind-the-scenes look adds further depth to each region on the agenda, making them distinctive and allowing them to stand out relative to some of the greatest wine regions in the world.

Since Brickell Travel believes that the local gastronomy is an important part of a wine tour, guests enjoy cuisine in the form of regional specialties and learn about the new trends in gastronomy and about the fascinating art of wine and food pairing. Seasonal differences can add yet another layer to the complex weave of the tapestry of a comprehensive wine and culinary vacation.

In the autumn, one morning may find vacationers in the fields harvesting grapes before going off to a harvesters' lunch, which, but of course, includes some really great vintages. In the spring, there's the opportunity to wander the young, just sprouting vines and revel in the sense of rebirth and serene oneness with nature. Or enjoy a blending seminar and let your repressed winemaker out





to craft a truly unique blend built on a "base wine" from select grape varietals. Not so different from how the revered vintners do it. "We firmly believe that every destination is a source of almost infinite experiences," says Carvajal. "Everything depends on the manner and the people you get to explore those places with."

Few travel options are more unique than the *Cruise Train*. Following in the footsteps of the grand luxury of the legendary *Orient Express*, the train and its hospitable and extremely helpful crew runs from Leon and Santiago de Compostela for a lavish week-long excursion through some of the finest dining in Spain. The carefully chosen restaurants at the stops along the way and their highly skilled chefs offer some of the most superior local fish, seafood, cheeses, meat, sausages and fresh vegetables available. The menus range from the height of sophistication to traditional gastronomy. The route is equally impressive covering everything from Roman Villas and Pre-Romanesque monuments to the world's largest collection of Rolls-Royce cars, architect

When planning a trip overseas, or right here in the U.S., it's essential to seek the expertise of seasoned travel agents who are trained to help you plan the trip of a lifetime no matter where your itinerary takes you.

Frank Gehry's tour de force the Guggenheim Bilbao and a swamp off the Ebro River.

"Being an American Express Travel Insider was and still is a great commitment with an invaluable return," concludes Tannhauser. "We represent the cream of the crop when it comes to travel planning and we must live, breathe and taste each destination we offer. However, the rewards can't be compared when I see that I have provided a unique experience that cannot be achieved anywhere else."

From the Basque Country in Europe to Chile and Argentina in South America to California, South Africa and more... there's a world of tastes and experiences ready to be sampled by you, your fellow travelers and anyone seeking out a tasty adventure in style. To book your trip or to learn more, contact Brickell Travel at 305.856.8889 or BrickellTravel.com.





PASTA | PIZZA | BAR



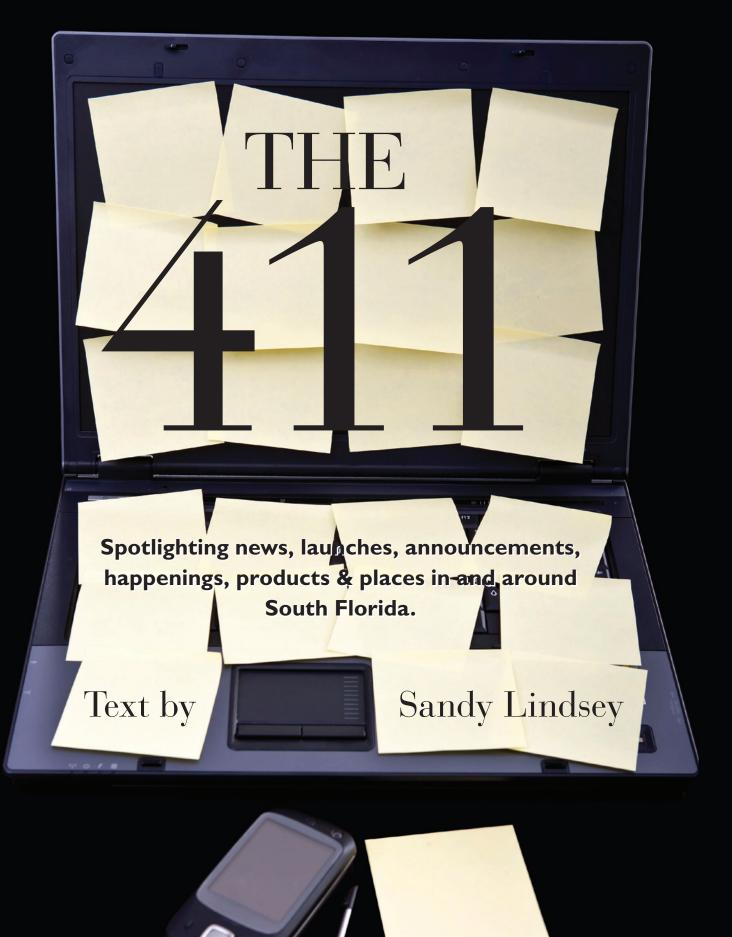




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Imagine booths filled with creative expressions set amongst the tropical paradise of botanical gardens. The Pinecrest Gardens Fine Arts Festival is the place to acquire fine art and jewelry while enjoying sips, bites, live music and activities for the whole family; Jan. 26-27; 305.669.6990; Pinecrest-FL.gov.

Stage Practice

Legends in their fields like
Robert Redford, Branford
Marsalis & Debi Mazar mentor
150 extremely talented young
actors, singers and dancers
as part of YoungArts Week
Jan 7-12. Emerging visual
artists and musicians are also
represented in this multi-media
tour de force of performances,
screenings and exhibitions;
305.377.1140; YoungArts.org.



Event Sprawl

Mary Poppins
Jan. 1-6
1300 Biscayne Blvd.
Miami, FL
305.949.6722
ArshtCenter.org

Jerry Seinfeld
Jan. 4-5
1 Seminole Way
Hollywood, FL
800.745.3000
HardRockLiveHollywoodFL.com

Forbidden Broadway Jan. 4-5 3385 NE 188th St. Aventura, FL 305.466.8002 AventuraCenter.org



Film Fantastic

Looking for deeply moving, thought-provoking new films? Look no further than The 16th Annual CAJE Miami Jewish Film Festival, presented by The Center For The Advancement Of Jewish Education, featuring the best in national and international films of artistic merit; Jan. 26-Feb. 4; 305.573.7304; MiamiJewishFilmFestival.com.



The Orange Bowl offers much more than just a spectacular football game on New Year's Day. Satellite Orange Bowl events include the Swim Classic on Jan. 3, the Paddleboard Championship on Jan. 13 & the Lacrosse Classic on Mar. 2; 305.341.4700; OrangeBowl.org.



Jubilant Beethoven Jan. 5 1300 Biscayne Blvd. Miami, FL 305.949.6722 ArshtCenter.org WWE SmackDown Jan. 8 601 Biscayne Blvd. Miami, FL 786.777.1000 AAArena.com Ballet Etoile: Edith Piaf Jan. 10 3385 NE 188th St. Aventura, FL 305.466.8002 AventuraCenter.org





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Get Addicted To Chocolate

Are there any nicer words than "chocolate festival"? We don't think so. The 7th Annual Fairchild International Chocolate Festival takes place Jan. 25-27 and brings together top international chocolates, renowned chefs, science, horticulture and history for 3 extremely tasty days; 305.667.1651; FairchildGarden.org.



It's A Steal

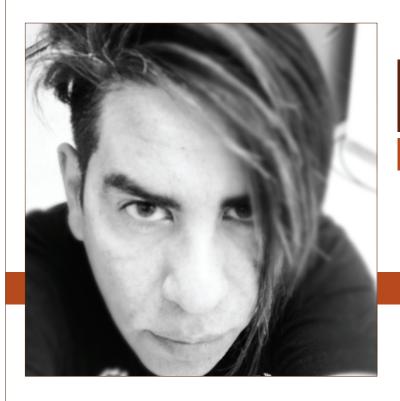
There's no question that now is the time to buy real estate. The Trump SoHo Hotel Condominium in NYC has reduced prices an unprecedented 30%. For the past 2 years, this lavish property has provided investors with steady returns, and at these rates, it's more attractive than ever; 305.728.8639; TrumpHotelCollection/SoHo.

Event Sprawl

Ringling Brothers' Dragons Jan. 10-21 601 Biscayne Blvd. Miami, FL 786.777.1000 AAArena.com Jazz & The Philharmonic Jan. 11 1300 Biscayne Blvd. Miami, FL 305.949.6722 ArshtCenter.org

Smokey Robinson Jan. 12 1 Seminole Way Hollywood, FL 800.745.3000 HardRockLiveHollywoodFL.com





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Life's Meant To Be Savored

Haven't given gin a try for a while? Nolet's gins are true gins for all seasons. The warm spicy saffron and delicate verbena of Nolet's Reserve Dry Gin and the "never-before used in gin" Turkish rose, peach and raspberry of Nolet's Silver Dry Gin are perfect for sophisticated winter cocktails; NoletsGin.com.

On Your Mark, Get Set...

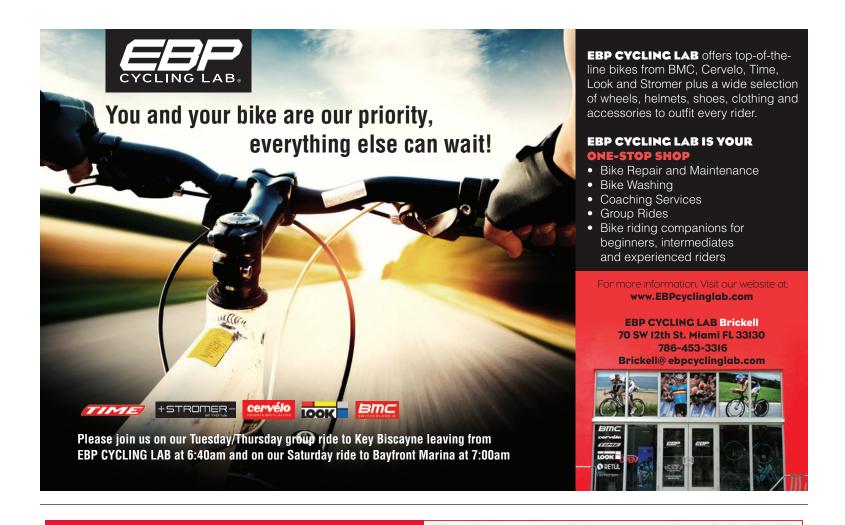
The ING Miami Marathon & Half-Marathon features thousands of entrants and scores of fans, dedicated cheering zones, entertainment spots, musical performances, dancers and celebs, as well as an amazing postrace party with live music, great good and drinks; Jan. 27; 305.278.8668; IngMiamiMarathon.com.



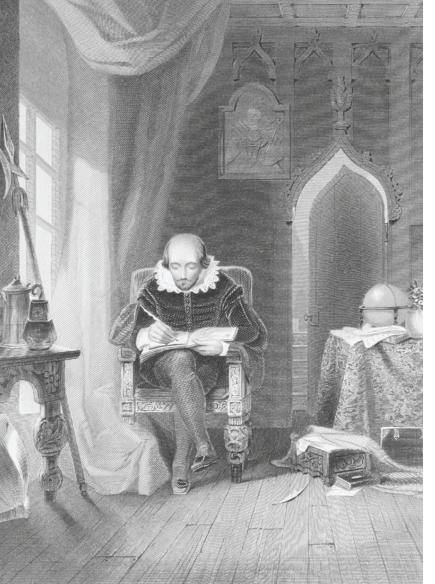
Sinbad
Jan. 13
1 Seminole Way
Hollywood, FL
800.745.3000
HardRockLiveHollywoodFL.com

The Goldberg Variations
Jan. 13
1300 Biscayne Blvd.
Miami, FL
305.949.6722
ArshtCenter.org

Pinkalicious Jan. 13-14 3385 NE 188th St. Aventura, FL 305.466.8002 AventuraCenter.org

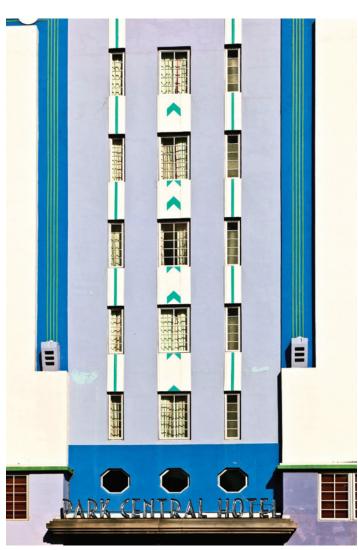






All The World's A Stage

This year's Winter Shakespeare Festival presents the expected dramatic shipwreck, passionate, star-crossed lovers and The Bard's hilarious dialogue of *Twelfth Night*, but with a twist because it takes place in The Roaring '20s and boasts jazz music and dance; Jan 4-20; Showings in Coconut Grove, Pinecrest Gardens & Hollywood; ShakespeareMiami.com.



For The Love Of Deco

Over 300,000 enthusiastic attendees will take over Ocean Drive as part of the 36th Art Deco Weekend. Once again the Leslie Hotel's facade will function as a giant screen for a 3D Mapping Project entitled *Faces Of The Decade...*plus, make sure you don't miss the renowned parade Friday night; Jan 18-20; 305.672.2014; ArtDecoWeekend.com.

Event Sprawl

Bill O'Reilly
Jan. 18
1 Seminole Way
Hollywood, FL
800.745.3000
HardRockLiveHollywoodFL.com

Matisyahu Jan. 19 1300 Biscayne Blvd. Miami, FL 305.949.6722 ArshtCenter.org Cirque d'Amour Jan. 20 3385 NE 188th St. Aventura, FL 305.466.8002 AventuraCenter.org



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Located in The Golden Triangle in SOBE walking Distance to Lincoln Rd, Espanola Way and Ocean Drive. Only two blocks away from the Beach. Three buildings fully renovated with a total of 22 units with the state of the art appliances, granite countertops, contemporary kitchens, Kartell lamps, porcelanosa tiles throughout the units. 15 units available call or email for complete detail before they are gone!



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Prime located building, right in the heart of SOBE, walking distance to Lincoln Rd, Espanola Way and the Reach electrical circuit breaker cooper plumbing and water heater have been updated. 80% of units are completely renovated. 2 Story Building of 20 units consisting of: (14) 1 Bedroom/1 Bath, (2) 2 Bedroom/1 Bath. (4) Studios. Perfect building for condo conversion, location is all over this property. Call or email for package!



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Opportunity to own two multifamily corner buildings. In the heart of Miami Beach, near to South of Fifth, walking distance to the Beach and all what South Beach has to offer. This property is ready to be updated with plans approved by the city to make it a 16 units condo conversion or leave the 24 existing units as a rental income. Call for Details!



100 LINCOLN RD THE DECOPLAGE

Where Lincoln meets the Ocean. one of a kind Investment Opportunity!!, month to month rental allowed. In front of the Ritz Carlton, next to the Lowes Hotel.
Selling 26 units as package or one
by one! Building has Direct access to the Ocean, Valet Parking, Gym, Pool, Security surveillance 24 hours, internet and cable, conference room, Studios are 550-565 sq.ft w/large kitchen. The Decoplage: the best kept secret in SOBE, Come and Discover!



6844 ARROTT AVE \$1,599,000

16 Exquisitely Renovated Units Multifamily Building, just 2 blocks away from the Ocean, walking distance to the famous Canyon Ranch and Prestigious hotels. Miami Beach allows short term rental in this area. Lots of possibilities, 10 large studios, and Easy to show, possibility to assume PM \$650,000 at 6.5%. Great Building and Return on Investment.

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Real Estate Insight

A veritable who's who of real estate industry professionals is slated for the Building Owners & Managers Association (BOMA) 2013 monthly seminar series. The focus is the next phase of Miami-Dade; 305.530.0083; BOMA-Miami.org.

The Rodeo's Coming To Town

You don't have to go out west to Big Sky Country to experience true cowboy/cowgirl action. The 64th incarnation of the southernmost rodeo — The Homestead Championship Rodeo — takes place Jan. 25-27, bringing heart-stopping excitement and good old-fashioned fun to South Florida; HomesteadRodeo.com.



Ocean Drive In Vienna Jan. 20 1300 Biscayne Blvd. Miami, FL 305.949.6722 ArshtCenter.org Splendor In The Garden Fashion Show Jan. 24 10901 Old Cutler Rd. Coral Gables, FL 305.667.1651 FairchildGarden.org Justin Bieber Jan. 26 601 Biscayne Blvd. Miami, FL 786.777.1000 AAArena.com



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The Wellness Institute of the Americas is a state of the art medical facility devoted to the scientific advancements in anti-aging, regeneration, wellness and prevention.

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Visionary Work

The 4th Annual Miami International Art Fair brings a 5-day extravaganza of art and culture to the Downtown Miami Arts & Entertainment District. Bayfront Park is transformed into *Sculpture Miami* with 30+ outsized sculptures from noted international artists set amongst a scenic locale; Jan 18-21; 239.949.5411; Mia-ArtFair.com.



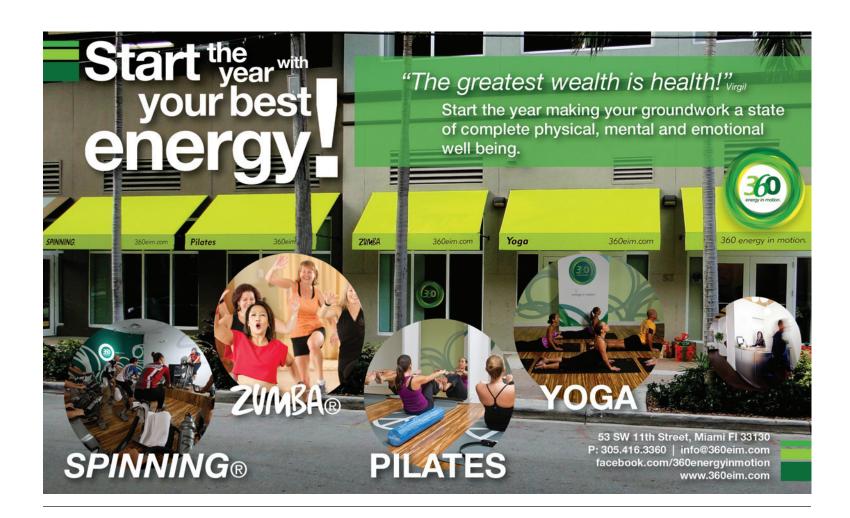
You've Gotta Have Friends

Writer, Director & Actor Zach Braff (Scrubs, Garden State) gives us his own unique, surprisingly insightful take on a generation in his play All New People. Filled with a cast of comical characters, it focuses on the unexpected friendships that occur at life's most meaningful moments; 305.949.6722; ArshtCenter.org.

Event Sprawl

The Magic Flute Jan. 26-Feb. 16 1300 Biscayne Blvd. Miami, FL 305.949.6722 ArshtCenter.org Great Opera Moments Jan. 27 3385 NE 188th St. Aventura, FL 305.466.8002 AventuraCenter.org

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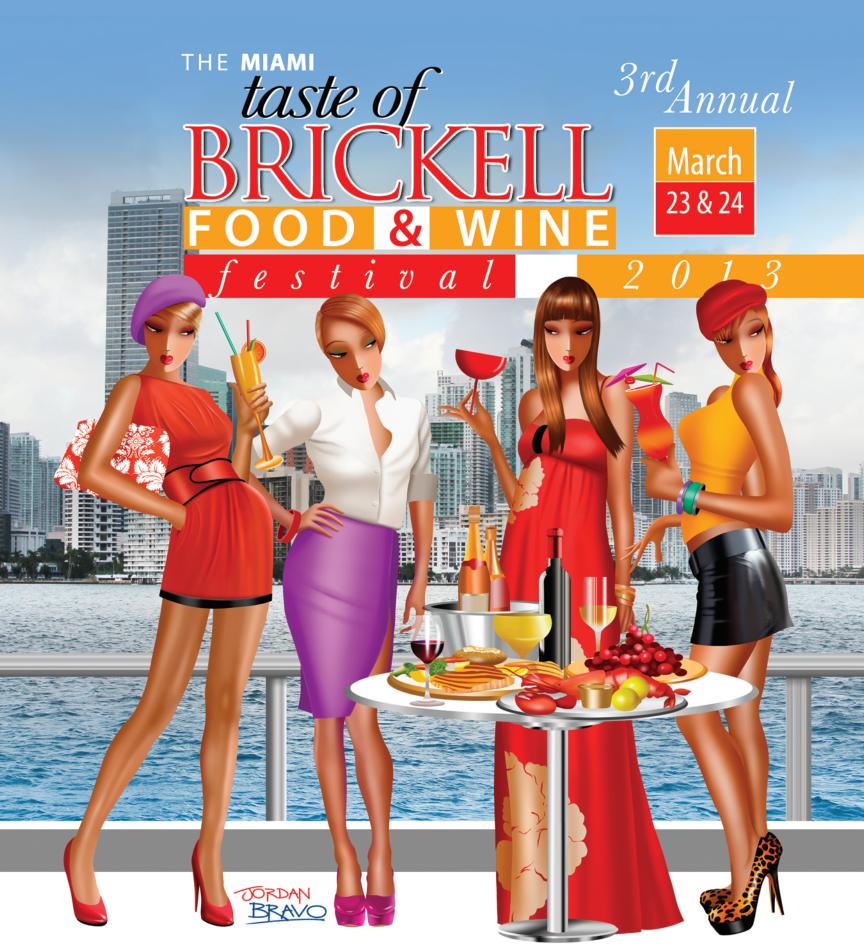
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Encounters w/ CREW-Miami













MOVERS & SHAKERS

CREW-Miami held its annual fundraising event, "Cocktails, Community & Connections", celebrating its 25th anniversary promoting prime deal-making in South Florida. — *Photos by Jorge Perez*

1. Terri Blanca, Gail Ackermann, Bill Hunter 2. Margaret Nee, Maria Juncadella, Lyan Fernandez 3. Peter Gardner, Ramon Rodriguez 4. Lyan Fernandez, Sonia Cabello, Danet Linares 5. Jim Bator, Jim Peterson, Jose Ferre 6. Benito Carmona, Ileana Hernandez, Nelson Hidalgo, Frank Casas 7. Julia Bennett, Jose Juncadella, Patricia Birch, Jack Lowell 8. Ron Shuffield, Melissa Tapanes, Thomas Roth, Dean Warhart, Cheryl Jacobs, Carli Koshal







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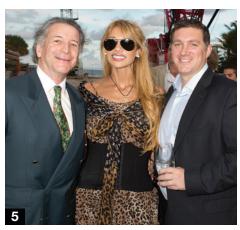
Encounters w/ Venegas Int'l Group











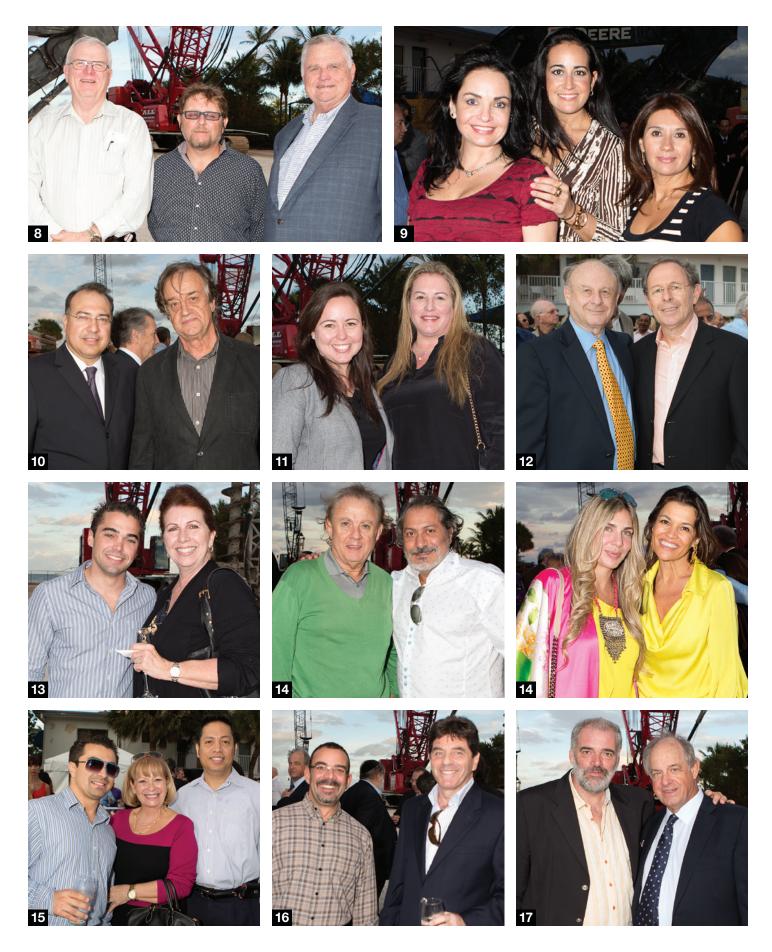




REGAL RESIDENCES

Venegas Int'l Group held an official groundbreaking ceremony and private cocktail reception for their latest project, Château Beach Residences in Sunny Isles Beach.

1. Official Groundbreaking Ceremony 2. Sergio Grosskopf, Moises Gorin, Monica Venegas, Kobi Karp 3. Tasio Lorente, Monica Venegas, Carlos Gimenez 4. Tasio Lorente, Daniel Gaviria 5. Diana Florez, Camilo Castillo 6. Lewis Thaler, Jennifer Levin, Norman Edelcup, Isaac Alion, Carlos Gimenez, Monica Venegas, Sergio Grosskopf, Manuel Grosskopf 7. Luis Percul, Manuel Grosskopf, Sean Murphy, Jeff Lee 8. Les Obryan, Ricardo Quadri, Dan Whiteman 9. Maria Kubach, Ana Luz Rodriguez, Miriam Borax 10. Juan Heredia, Tony T. 11. Ivette Batista, Valerie Bustamante 12. Eli Klinger, Mario Klinger 13. Jake Torres, Celia Izquierdo 14. Alexandre Grendene, Kamal El-Nashar 15. Max Rojas, Dixie Barreneche, Hernan Cho 16. Roberto de Armas, Walter Fischer 17. Pablo Atchugarry, Alfredo Frohlich



Encounters @ BONGOS















POWER SIPS

Johnnie Walker recently launched their "My Label Is Black" program in Miami, a nationwide initiative to celebrate the Hispanic community and give back by supporting and mentoring men on their journey to achieve their true potential.

— Photos by Betty Alvarez

1. Shalimar Rivera 2. Andreissa Platt, Raphael Estevez 3. Elizabeth Fonseca, Rick Moran 4. America Negrete, Nayana Nava 5. Evelyn Gonzalez, Gisell Campos 6. Hortensia Castillo, Odrix Bandez 7. Yady & Robert Yacovone 8. Patricia & Alfredo Camara



Encounters @ Novecento

















ADRENALINE RUSH
The official Player's Party for the 1st
Annual Miami Tennis Cup took place at
Novecento to celebrate the arrival of this
new sporting event. — Photos by Monika
Zdziebkowska

1. Claudia Lombardo, Carolina Zichy Thyssen, Caroline Wendling, Barbara Macial Blanco, Elodie Wendling 2. Hector Nieto, Jose Fernando Ycaza, Luca Merlini 3. Michael Vallejo 4. Juan Carlos Ferrero, Nicolas Almagro 5. Jose Luis Molina, Alexis Cogul 6. Elizabeth Juelle, Mauricio Behar 7. Max Barbieri, Adrian Borda 8. Ines Ramirez, Rafael Cores

Encounters @ Toscana Divino













ITALIAN FLAIR

Toscana Divino debuted its inaugural Wine + Fashion Florence Week with more than 500 foodies and fashionistas celebrating a week of Italy's best flavors. — *Photos by World Red Eye*

- Ana Oliveira, Barbara Gummels,
 Emerance Gummels 2. Akua Williams,
 Michelle Mavris 3. Alessandro Reggioli
 Tommaso Morelato, Mauro Bortignon
 Chef Marco Stabile, Chef Julian Baker
 Fernanda Romero, Ingrid Valencia
- 7. Monica Garcia, Cristina Rinaldi 8.
 Alessandra Fiorini, Mauro Bortignon 9.
 Veronica Tinajero, Mary Burke 10. Michelle
 Jean Pierre, Tommaso Morelato 11.
 Jenny Dudasszabo, Elizabeth Velasquez
 12. Tommaso Morelato, Edison Sabala
 13. Chef Julian Baker, Marco Stabile 14.
 Melissa McLain, Jennifer Maceda 15.
 Michelle Jean Pierre, Alessandra Fiorni
 16. Enrico Pucci, Manuela Pucci, Adolfo

Barattolo 17. Natalie Diaz, Matt DeVivo





Encounters w/ D.O.G.











PET APPRECIATION

D.O.G.'s recent grand opening featured humans gathering to share their love of furry friends. The occasion included food trucks and cocktails - *Photos by Betty Alvarez*

1. Hector Antunez, Susy & Juan Vega, Lourdes Rabionet 2. Ingrid Almaza, Marjan Polder, Colleen Kastan, Leeanna Balgobin, Stephanie Kastan 3. Dana Pollitt, Camila Pantano 4. Claudia Melo, Manuela Llinas 5. Erica Garcia, Thomas Lipzer 6. Joanna Souza, Johnny Rodriguez, Raysa Felix 7. Julie Ruffolo, Vagner Venancio, Juliana Ferreira, Sebastian Toro







Singles for Switchboard's
"2ND ANNUAL BACHELOR
AUCTION"
hosted by Conrad Miami

Date: Tues., Feb. 12, 2013

Location: Conrad Miami, 1395 Brickell Ave., Level 25

Tickets: \$45 in advance, \$60 at the door (includes hors d'oeuvres, drinks, desserts, music & prizes)

Questions:

Amy Crismond, Development Coordinator

305.358.1640 x 127

Erbi Blanco-True, Event Chair

305.756.2393

SwitchboardMiamiBachelors@Gmail.com

All proceeds will benefit Switchboard of Miami, a 501©3 non-profit organization.





Encounters w/ Internum

















DESIGN FINDS

Baxter Shop Miami @ Internum hosted a "Baxter Blumadness" event to welcome new collections by Paola Navone & Matteo Thun at their Design District showroom. — Photos by Monika Zdziebkowska

1. Ivette Ananda, Arturo Lagunes, Maria Elena Holguin, Mauricio Garcia 2. Marc Malkoun, Nada Nakhle, Danilo Di Michele, Camilio Alvarer, Jiany Massad 3. Pipe Yanguaz, Monica Rengifo 4. Liana Proctor 5. Patty Scheer, Mirtha Arriaran 6. Darin Held, Sogol Afsharjavan 7. Lukas Klessig, Kimberly Shenker Bacardi 8. Bea Pernia, Giada Andreoli 9. Patricia Herbas, Edwin Berrios, Paula Arranha 10. Freddy Vivas, Gisselle Gema 11. Eva L Weiner, IgnacioMaurino 12. Miriam Possenti, Ilaria Andronicos 13. Madeline Then 14. John Bilboa, John Varvatos, Robert I Guda 15. Debora H Ausina, Rodrigo Covian, Miriam Barquera 16. Yanitza Ramirez, Juan Carlos Pulido, Gabriella Smith de Lenchig

















Encounters w/ ONE Sotheby's











ART TIME

With art lovers on hand, ONE Sotheby's & CIFO recently unveiled their latest exhibit of the ONE CIFO Project at the CIFO Art Space in Miami.

1. Claudia Fernandez, Marisela Cisneros, Mayi De La Vega, Ella Cisneros 2. Jack McAllister, Sheila Gasson, Anna Luisa Almonte, Yury Byliner 3. Jarred Shapiro, Marielle Emlow, Mike Kiely 4. Jennifer Hoberman, John Turchin, Susan Turzakn 5. Madeleine Romanello, Frank Kirschaer, Veronica Caraccido 6. Paolo Viaconti, Elaine Dweck, Raymond Bolduc 7. Ella Cisneros, Mayi De La Vega, Reginald Fairchild





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New Opening Coming Soon...

Encounters w/ Concept Int'l Realty















TOTAL SUCCESS

Concept Int'l Realty had a lot to celebrate this season: The anniversary of their Brickell location and the grand opening of their new Downtown Miami office. — *Photos by Monika Zdziebkowska*

 Stephanie Pedroza, Roberto Romagnoli, Maria Antonieta Laviosa & Daughter 2. Flor Guerrero, William Vela, Tania Castellanos 3. Jorge Camba, Graciela Berger 4. Katherine Mendoza 5. Kenny Silva, Viviana Gallardo 6. Nury Enamorado, Velvet Arvelo, Stephanie Pedroza 7. Andrea Wagner Markey, Eddie Garcia, Chris Hernandez 8. Ariel Rubalcava, Fiorella Lucca 9. Robert Taylor, Viviana Taylor 10. Simone Manrique 11. Eliana Del Latte 12. Valentina Urdaneta 13. Roberto Romagnoli, Maria Antonieta Laviosa, Marco Romagnoli 14. Nury Enamorado, Marial Antonieta, Flor Guerrero 15. Javier Rivera 16. Denise Andrews 17. Alessandra Pluchino, Alex Berg

















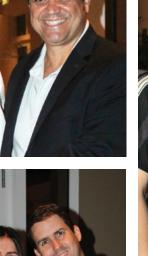




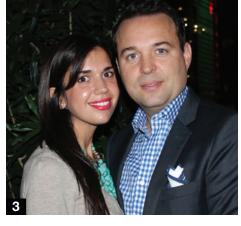
Encounters w/ Piquet Law



















GIVING SPIRIT

Piquet Law's annual holiday BBQ party included an evening of fun for a good cause that included donating food items, clothes and toys for kids to local charities including Kids In Distress and to those in need.

- Photos by Betty Alvarez
- 1. Alexandre & Indyara Piquet 2. Ana & Antonio Martins 3. Victoria & Paolo De Torre 4. Eliana Flories, Juliana Piquet, Adolfina Caceres 5. Elisa, Sarah & Tony Hussain 6. Korina, Daniel & Jason Medcalf, Alexandre Piquet 7. Tamir Ness, Elena Montiel 8. Luis & Taina Piquet, Kelly Santos

Encounters w/ Mercedes-Benz of Coral Gables













PRETTY PARTY

Mercedes-Benz of Coral Gables & Trini Salon recently celebrated its annual Extravaganza to celebrate a new fall collection complete with complimentary beauty stations and amazing raffles.

— Photos by Betty Alvarez

 Khloe Duke, Michelle Aguirre
 Francis Khawly, Wilma Maciel, Marlui Rivas
 Anna Stedsemko, Marina Alex
 Jason & Priscilla Myrick
 Joanna Salazar, Victor Ramirez
 Amanda Medermott, Allie Filipowski
 Guilherme Moretto, Lisandra Carballosa, Cristobal Toral
 Malena Assing, Caro Criado





Encounters w/ United Way











GRAND CAUSE

Goldie Hawn offered the keynote address at the 12th Annual United Way Women's Leadership Breakfast at the BankUnited Center.

1. Nanci Hellinger, Lisa Mendelson, Goldie Hawn, Arlene Mendelson, Kim Mendelson, Tammy Hellinger 2. Marixa Franco, Marilyn DeVoe, Iraida Nigaglioni, Martha Pantin 3. Frances Sevila-Sacasa, Donna Shalala 4. Leslie Miller Saiontz, Sue Miller, Goldie Hawn, Jean Scheinman 5. Maria Teresa Rojas, Lourdes Gimenez, Lisa Martinez 6. Jayne Abess, Tracy Wilson Mourning, Sue M. Cobb 7. Katherine Jones, Stephanie Lawson, Goldie Hawn, Alexis Peterson, LaKeisha Sanders Woods, Kathleen Woods-Richardson.





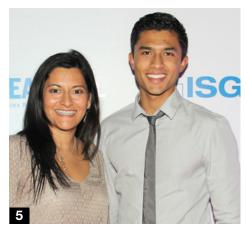
Encounters w/ Vizcayne













CULTURAL DESIGN

The International Designer Showcase presented by Vizcayne featured 5 international designers who represented the nationalities of current buyers purchasing residences at Vizcayne.

1. Philip Spiegelman, Amir Korangy, Craig Studnicky 2. Shane Hillsley, Alex Wertheim 3. Alex Britell, Mitash Kripalani 4. Dario Florez, Brigitte Beltran 5. Diana Florez, Camilo Castillo 6. Debbie, Ken Golden, Veronica Escobedo 7. Diana Quiceno, Shelley Figueroa, Paula Maya, Carlos Hernandez 8. Elaine Reinoso, Nicole Debs, Laura Steinbruckner





Encounters w/ Brickell Travel













FINER THINGS

Brickell Travel recently hosted an Art & Wine Soiree to celebrate Miami Art Week with art and travel aficionados alike in attendance. — *Photos by Betty Alvarez*

 Ennio Gonzalez, Sylvie Tannhouser, Juanita Carvajal, Fernando Da Silva 2. Allan Stein, Gabrielle Conea, Richard Crisonino 3.
 Francisco Mancada, Antonio Jimenez 4. Jose Barquin, Eduardo Perez 5. Pedro Teran, Luis Montano 6. Ashdon Stunda, Paige Johnsen 7. Sylvie & Mike Tannhsauser, Leyla Role 8. Fernando Da Silva, Esther Soto, Stefano Campanini





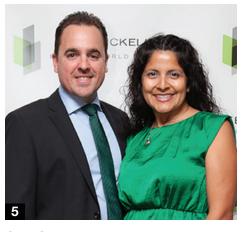
Encounters @ Brickell World Plaza



















SAVOR IT

The Savor The Season Festival at Brickell World Plaza featured more than 500 guests who enjoyed food and wine from more than 20 of Miami's finest restaurants.

1. Christian Miller, Gabriella Miller, James Miller, Mike Castillo, Soraya Rivera-Moya 2. Richard Gomez, Lisa DePriest, Loretta H. Cockrum 3. Toshikazu Dezaki, Henri Crockett, Joy Lundeen, Loretta H. Cockrum 4. Dyan & Dan Calello 5. Kristopher Pearson, Claudia Torres 6. Scott & Joy Lundeen 7. Maria & Mike Castillo 8. Rachael & Silvio Amico 9. Sajan Canton, Manny Gonzalez

RAINBOW CONNECTION



hey may have been designed in Italy, but the Tropicalia Collection by Moroso looks tailor-made for lazy afternoons under a warm Miami sun. These totally modern designs combine a tubular steel base in a complex, perfectly balanced geometric arrangement with artfully woven threads in an array of colors and patterns. We've fallen particularly hard for the collection's Tropicalia Daybed, featuring a 10-color weave and luxe goose-down cushions, and for the Cocoon, an innovative swinging "nest" that draws inspiration from the traditional hammock, but revises it for the modern backyard; \$11,060-\$23,220; Moroso.it.



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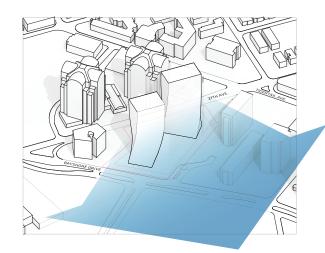
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- Bjarke Ingels Group

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