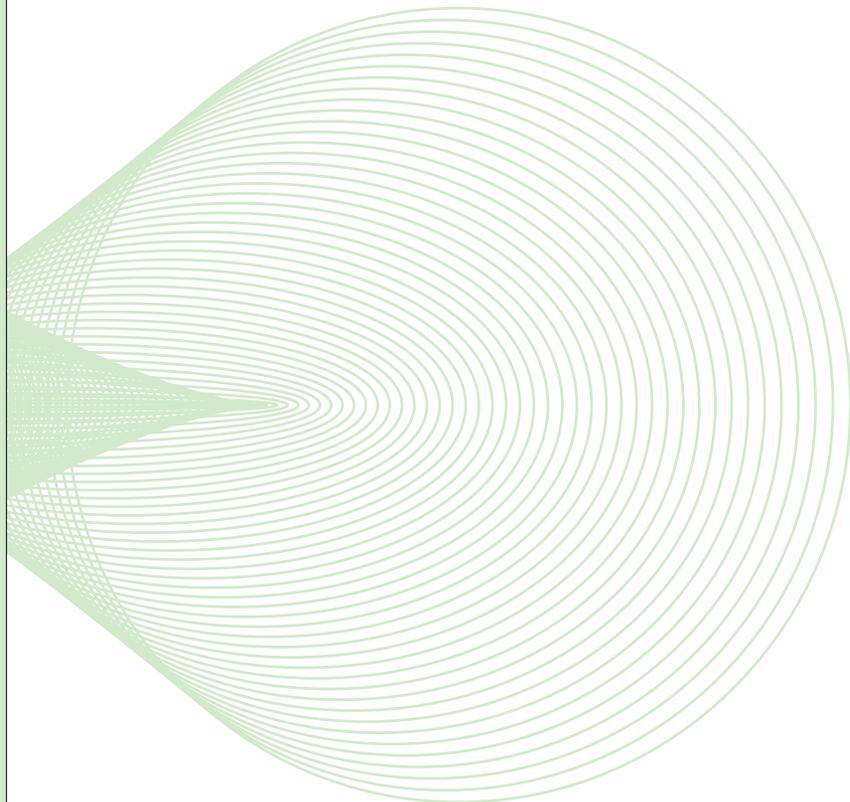


Faces

OF THE CHESAPEAKE

Local Industry Leaders
Share their Stories

20
23



Presented by:

What's Up? Media
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whatsupmag.com



COLDWELL BANKER REALTY

THE FACES OF CHURCH CIRCLE



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DAY WEITZMAN
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DayWeitzman.com



ROBERT WEITZMAN
410.703.6012
RobertWeitzman.com

Expert guidance for greater Annapolis and the Eastern Shore,
from the #1 leading residential real estate brokerage.

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| |
|------------|
| FACES |
| OF THE |
| CHESAPEAKE |
| 2023 |



WHAT'S UP? MEDIA would like to creatively introduce you to exceptional locals throughout the Chesapeake Bay region who are considered experts in their vocations and industries. Within the following pages, you'll meet, face-to-face so to speak, individuals and companies who take pride in offering our readers professional, personal, and courteous service. You'll learn their stories, their callings, and about their businesses. Introducing the Faces of the Chesapeake!

Brad Kappel, TTR Sotheby's International Realty

David Orso, Berkshire Hathaway Home Services PenFed Realty

The DD McCracken Home Team, Coldwell Banker

June Steinweg, Annapolis Fine Homes of Long & Foster

Christina Palmer, of Keller Williams Flagship of Maryland

Eastern Excavating and Grading Inc.

Fichtner Home Exteriors

Elizabeth Arentz, Coldwell Banker Realty

Biana Arentz, Coldwell Banker Realty

Dr. Henry Sandel MD, FACS, Sandel Duggal Plastic Surgery

Dr. Claire Duggal MD, Sandel Duggal Plastic Surgery

Mike Sosulski, Ph.D., Washington College

Oral Surgery Specialists

Erica Baker, TTR Sotheby's International Realty

Prostatis Financial Advisors Group

Arundel Lodge

Helena Briggs and Johanna Côté, 84 Lumber

Chaney Homes

Tricia Wilson, Chaney Homes

Wye Trust

James King, Titan Hospitality Group

Katie Rainey Designs

Anne Arundel Gastroenterology Associates

The Jaklitsch Law Group

Carrie Olish, Blue Crab Cupcakes

Cornelia Heckenbach, Long & Foster Real Estate

Petitbon Alarm Company

Elizabeth Bennett, Chesapeake Financial Planning & Tax Services, LLC

Regenerative Orthopedics and Sports Medicine Annapolis

| FACES | | | OF THE |
|--|--|--|--------|
| <p>The Arc Central Chesapeake Region</p> <p>Scott Schuetter, Berkshire Hathaway Home Services PenFed Realty</p> <p>Jack and Marilyn Coolidge, BayWoods of Annapolis</p> <p>Easton Dermatology Associates</p> <p>Jonathan Werrlein, Werrlein Services</p> <p>Scarborough Capital Management</p> <p>For All Seasons</p> <p>Susan S. Mahaffee SPHR, SHRM-SCP, NDCCDP, People Rise LLC</p> <p>Fred Frederick Chrysler Jeep Dodge</p> <p>Joanna Dalton, Coldwell Banker Realty</p> <p>Indian Creek School</p> <p>Maryland Oncology Hematology</p> | <p>Chris Edge, First Home Mortgage</p> <p>Hospice of the Chesapeake</p> <p>Dr. Meredith Todd DSS, FAGD, Harbor Dental Center</p> <p>Jack Papaleonti GRI, The Anchor Team of Academy Realty, Inc</p> <p>RLC Lawyers & Consultants</p> <p>Ann M. Covington CFP, CPWA, CovingtonAlsina</p> <p>Diane & Crew, Taylor Properties</p> <p>Scott Finlay DDS, FAGD, FAACD, Annapolis Smiles</p> <p>Dr. Zvezdomir Zamfirov, All Star Pain Management and Regenerative Medicine</p> <p>Michele Deckman, The Tower Team, TTR Sotheby's International Realty</p> <p>Laura Carney, TTR Sotheby's International Realty</p> <p>Radcliffe Creek School</p> | <p>Michael Tese, GOLDLEAF</p> <p>Rachel L. Smith & Christine Harrington, Londonderry On The Tred Avon</p> <p>Haven Ministries</p> <p>HF Advisory Group</p> <p>Brant Nielsen, Nielsen Development Group</p> <p>Chesapeake Bay Beach Club</p> <p>Eastern Shore Dental Care</p> <p>Tribute at Melford</p> <p>ProMD Health</p> <p>Frame & Frame</p> <p>Jason Salinas, Severn School</p> <p>Gratitude Marina</p> <p>Compass Stone & Tile Studio</p> <p>Anne Arundel Dermatology</p> | |
| CHESAPEAKE | | | 2023 |



Brad Kappel

EXECUTIVE VICE PRESIDENT | TTR SOTHEBY'S INTERNATIONAL REALTY

Brad Kappel is the #1 Waterfront Agent in Maryland with over \$200 million in waterfront property sales in 2023 and he is honored and grateful to be recognized as the Top 100 Agents/Teams WORLDWIDE with Sotheby's International Realty. Brad's extensive knowledge of luxury homes and waterfront properties in the Annapolis area is second to none. Brad has been serving residents of Anne Arundel County and the Eastern Shore for fifteen years in real estate, home construction, and renovation. Brad's unique experience allows him to offer authentic insight into each property's current condition, value and potential. Brad is grateful for the clients, colleagues, friends, and family who supported his success throughout his career and contributed to his record-breaking sales in 2023. Brad adheres to the philosophy that "clients deserve nothing short of excellence." From the initial meeting, to navigating important decisions and the final settlement transaction, Brad works diligently to ensure 100% customer satisfaction. As a third-generation Annapolitan raised on the waters of the Chesapeake Bay, Brad understands the subtle nuances and practical considerations of waterfront living. Brad not only sells the waterfront lifestyle, he lives it! Brad is a proud member of the Eastport Yacht Club and is passionate about spending time with his family, paddle boarding, fishing, boating and preserving the rivers. For buyers and sellers alike, Brad combines unparalleled local knowledge with the global power of the iconic Sotheby's brand. You Deserve Waterfront Living ~ Make *Your* Move with Brad Kappel.

The Face of Waterfront Real Estate

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 o: 1 410 280 5600
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 bradkappel.com
 Annapolis Brokerage
 209 Main Street
 Annapolis, MD





Photography by Maureen Porto Studios

David Orso

BERKSHIRE HATHAWAY HOME SERVICES PENFED REALTY

If real estate agents charge the same fee, why wouldn't you hire the absolute best to represent you? The same price with different client outcomes doesn't seem fair. The market has shifted, and the stakes are higher, making hiring the professional you deserve paramount—the best in their field. David Orso is celebrating his 20th year in real estate, leading to a curated system for maximum client outcomes for sellers and buyers. Since 2013, David Orso has been the #1 agent in Anne Arundel County for total real estate sales. This unprecedented accomplishment is due to his CEO-level marketing and negotiation skills and his deep commitment to superior client outcomes. When asked about his secret to year-over-year elite performance, he said, "When my clients win, I win. Always in that order." This new market requires more than glamour shots and a couple of good years during the real estate boom. Now is the time to closely evaluate your potential real estate representation and dig deep into their experience in challenging markets. You deserve the best... so hire the best.

The Face of Real Estate The Right Way

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Annapolis, MD

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Severna Park, MD

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David@DavidOrso.com





COLDWELL BANKER
REALTY



The DD McCracken Home Team

OF COLDWELL BANKER REALTY

We are committed to serving as your Real Estate Team for LIFE! Customizing a plan to meet your goals, is our priority! We marry expert knowledge of the Bay region, with a full suite of services tailored specifically to you. Professional, trustworthy and experienced!

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The Faces of Maryland Real Estate

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June Steinweg

ANNAPOLIS FINE HOMES OF LONG & FOSTER

In the vibrant heart of Anne Arundel County, June Steinweg stands as a beacon of real estate excellence. With over two decades of unwavering dedication, she's not just a REALTOR®; she's a guiding light in the journey to finding the perfect home. Her unique understanding of the emotional and financial facets of buying a home, honed through numerous personal relocations, makes her an empathetic and trustworthy advisor. June's deep-rooted connection to the community, bolstered by her experiences as a mother, wife, and grandmother, offers her clients a perspective on finding a home that goes beyond the physical structure. Her knowledge of the greater Annapolis area, combined with her instinct for building lasting relationships, creates a secure and comforting environment for buyers and sellers alike. With over \$446 million in sales since 2003, June's expertise in exceeding client expectations is evident. She excels in waterfront property transformations, handling teardowns, rebuilds, and permits, supported by a Maryland-licensed builder. She focuses not just on finding a house, but on discovering a home and community that resonates deeply with her clients' aspirations. Beyond her professional realm, June enjoys life's simple pleasures, from a boat ride to tennis, she embodies the balanced lifestyle that she offers to her clients. Choose June for a real estate journey where professional excellence meets personal commitment, ensuring your path to a new home is as fulfilling as the destination.

The Face of Successfully Navigating the Real Estate Journey

145 Main Street
Annapolis, MD
410-263-3400
longandfoster.com/luxury





Christina Palmer

OF KELLER WILLIAMS FLAGSHIP OF MARYLAND

Christina Janosik Palmer is an Associate Broker with a 30-year tenure in real estate, dedicated to serving Anne Arundel County and the surrounding areas. Known for her unique marketing strategies and commitment to customer service, Christina expanded her solo practice into a robust team in 2016. The Christina Janosik Palmer Group at Keller Williams Flagship of Maryland, now comprising ten professionals, offers clients over a century of collective real estate wisdom. This team transcends the typical client-agent relationship, creating enduring friendships with their clientele, well past the final transactions. Whether it's listing or buying, they promise an effortless experience through their expert guidance. Proudly embedded in their community, Christina and her team are always eager to deliver unparalleled service to those they consider not just clients, but family.

The Face of Extraordinary Real Estate

Associate Broker, Team Leader,
The Christina Janosik
Palmer Group

Graduate, Realtor Institute
Keller Williams Flagship
of Maryland

231 Najoles Rd. Suite 100
Millersville, MD
Cell - 443-938-3379
Office 410-729-7700
cjpalmer@kw.com





Eastern Excavating and Grading Inc.

OVER FOUR DECADES OF EXPERIENCE

Let's celebrate the heart and soul of Eastern Excavating and Grading Inc. – Glenn Smith, known as Smitty! The company's journey began in the cozy kitchen of Glenn and Dolores Smith's home, where they launched their enterprise with a single truck, determination, and hard work. Dolores Smith played a vital role in the early years, diligently handling billing and administrative tasks by firelight at the kitchen table. Her support was essential, allowing Smitty to focus on the business's operational aspects. Together, they overcame challenges, passing meatloaf over invoices, and laid a strong foundation. Smitty, dedicated and unwavering, grew the business from a single truck into a thriving enterprise. They forged lasting friendships, earned a reputation for excellence, and cemented their position in the industry. The legacy continues through their children. Brian Smith, sharing his father's passion, expanded Eastern's fleet and industry influence. Tracey Hoehn joined the family business, maintaining Eastern's tradition of exceptional service. Eastern Excavating is more than a business; it's a testament to hard work, commitment, and family legacy. Smitty's determination laid the foundation, and Brian and Tracey continue to build on these values. Cheers to Smitty, Dolores, Brian, Tracey, and the Eastern family for their heartwarming saga of success. Here's to the dirt-moving dynasty and the bright future it unearths!

The Face of Chesapeake Foundations: Smitty's Legacy with Eastern Excavating & Grading Inc.

1352 Odenton Rd.
Odenton, MD 21113
410-305-0934
easterncompanies.net



Fichtner Home Exteriors

BOB HANNA | THOMAS FICHTNER | NOLAN REDD

What makes a home stand the test of time? At Fichtner Home Exteriors, it's more than strong materials and expertise. It's the people behind the work. Lasting homes and lasting careers go hand in hand. Meet Bob Hanna, the Production Manager. For 25 years, he's overseen roofing and siding replacements, guaranteeing every project stands the test of time. 20-year veteran, Nolan Redd, meets aesthetics with durability. As a Remodeling Manager, he revitalizes homes with windows, doors, coatings, and other elements designed to endure. Thomas Fichtner stands at the helm. For almost 30 years, his vision has guided the company to offer unmatched quality and reliability in home exterior services, shaping their values. These are the faces of durability. Their decades-long careers mirror the permanence and protection they build into every home. Their commitment to excellence has earned them prestigious recognitions, including GAF Master Elite for shingle work, James Hardie Elite Preferred for siding, Marvin Authorized for replacement windows, and Elevate (formerly Firestone) Red Shield Certified for flat roofing single ply membranes. When you choose Fichtner Home Exteriors, you choose a future of lasting protection and timeless beauty. Their dedication to durability carries the promise of a forever home.

The Faces of Durability

1872 Betson Ave
Odenton, MD 21113
410-519-1900
fichtnerservices.com



Elizabeth Arentz

REALTOR® | COLDWELL BANKER REALTY

In today's real estate market, Elizabeth excels as a Millennial market specialist, seamlessly integrating her unique background in healthcare consulting and neurobiology. This unconventional foundation equips her with exceptional empathy, analytical skills, and an understanding of complex systems, all vital in navigating the nuanced real estate sector. Her approach, enriched by social media, digital marketing, and AI, directly caters to the Millennial mindset. In her first year alone, she achieved over \$4M in sales, securing her spot as a Baltimore Real Producers' 30 Under 30 and a "Favorite REALTOR" by Shore Update. Beyond her professional pursuits, Elizabeth is deeply involved in her community, enjoying local events and championing various charities. Raised in a REALTOR family, she now brings a blend of personal experience and academic expertise to her thriving career on Kent Island, alongside her fiancé, Jake, dogs, Jinx and Beretta, and bearded dragon, Mushu. Looking for a real estate experience grounded in knowledge and innovation? Connect with Elizabeth for guidance tailored to the Millennial market.

The Face of Millennial Real Estate

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 Annapolis, MD 21401  



Biana Arentz

GLOBAL LUXURY SPECIALIST | COLDWELL BANKER REALTY

Biana Arentz stands as a distinguished leader in luxury real estate, expertly navigating the waterfront properties of Maryland's Eastern Shore and Annapolis. Awarded Best Luxury Realtor by *What's Up?* magazine and *Shore Update* in 2023, she embodies luxury across varying price points. With over two decades in real estate and a passion for community involvement, Biana is known on both sides of the Bridge. Her rise from Hemingways Restaurant to a real estate luminary is powered by gratitude towards her supportive network. Merging in-depth local knowledge with unwavering dedication, she guides clients in their property ventures.

Biana's family life, shared with husband and fellow REALTOR Steve Arentz, and their children, Steven and Elizabeth, revolves around real estate. Elizabeth, following Biana's path, is the latest addition to the industry. Biana's proficiency and local understanding effectively turn real estate dreams into reality, a journey now shared with Elizabeth.

The Face of Luxury Real Estate

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 SellingMarylandSunsets.com
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 3 Church Circle
 Annapolis, MD 21401  



Dr. Henry Sandel MD, FACS

SANDEL DUGGAL PLASTIC SURGERY

Dr. Henry D. Sandel IV is an eminent figure in facial plastic surgery and reconstruction. His exceptional expertise and dedication to enhancing natural beauty and confidence have made him a celebrated luminary in the field. As the founder of the prestigious Sandel Duggal Center for Plastic Surgery & MedSpa, Dr. Sandel is renowned for his unwavering commitment to delivering exceptional care. After training at Georgetown University Hospital in Head and Neck surgery, Dr. Sandel pursued a prestigious fellowship in Facial Plastic and Reconstructive Surgery, attaining dual board certifications in Facial Plastic and Reconstructive Surgery and Otolaryngology – Head & Neck Surgery.

The Face of Facial Plastic Surgery

104 Ridgely Avenue
Annapolis, MD, 21401
410-266-7120
sandelduggal.com



Dr. Claire Duggal MD

SANDEL DUGGAL PLASTIC SURGERY

Meet Dr. Claire S. Duggal, a distinguished figure in the realm of plastic surgery. She's a board-certified plastic surgeon specializing in aesthetic body procedures and reshaping lives with a unique blend of artistry and personalized care. Dr. Duggal's extraordinary journey began at Harvard University, where she graduated magna cum laude, laying the foundation for her unwavering commitment to excellence. Subsequently, she pursued her medical degree at Emory University, where she earned a coveted spot in the Emory Plastic and Reconstructive Surgery training program, honing her skills and knowledge.

The Face of Body Enhancing Plastic Surgery

104 Ridgely Avenue
Annapolis, MD, 21401
410-266-7120
sandelduggal.com



Mike Sosulski, Ph.D.

WASHINGTON COLLEGE

As the leader of Maryland's premier small college, Mike Sosulski, Ph.D. is committed to the belief that a liberal arts education is the best preparation for life-long student success and to increasing access to students from all backgrounds. Under his leadership, Washington College is one of the leading institutions of higher education to provide an array of unique experiential learning opportunities—from research and field work to internships and community engagement opportunities—that give its graduates an advantage. Sosulski has also overseen the growth of the College's financial support for students and their families, making a private education more affordable.

The Face of Higher Education

300 Washington Avenue
Chestertown, MD
410-778-2800
washcoll.edu



Oral Surgery Specialists

DRS. CHRIS CHAMBERS, NEIL SULLIVAN, KURT JONES,
BOREK HLOUSEK, CLIFF WALZER, AND KENNETH KUFTA

Drs. Walzer, Sullivan, Hlousek, Jones, and Chambers, renowned Board Certified Oral and Maxillofacial Surgeons, have welcomed Dr. Kenneth M. Kufta to their distinguished team. These experts skillfully handle a broad spectrum of oral, dental, and facial issues. Their proficiency encompasses dental implant surgery, wisdom tooth removal, and corrective jaw surgery, employing methods that emphasize bone structure rebuilding with minimal surgical intervention and enhanced patient comfort. Their practice prioritizes creating stunning smiles and rejuvenating the functionality of teeth and jaws. Unique to their specialty, they are licensed to administer intravenous (IV) general anesthesia in a state-of-the-art office environment. Their practice ethos combines excellent care with the art, science, and technology, ensuring an outstanding experience marked by compassion, courtesy, and respect.

The Faces of Dental Implants & Oral Surgery

Annapolis, Pasadena,
Kent Island, Waugh Chapel
410-268-7790
annapolisoss.com



Erica Baker

ASSOCIATE BROKER | TTR SOTHEBY'S INTERNATIONAL REALTY

Erica Baker, an Associate Broker at TTR Sotheby's International Realty, is a trusted real estate advisor and lifelong Maryland resident, boasting over eight years of dedicated client service. Her unwavering commitment to exceeding expectations is evident in her ability to align clients' goals with property buying and selling strategies. Leveraging market trends, integrity, creativity, and innovation, Erica effectively markets homes and structures winning offers. As a recognizable local figure, she's backed by one of the world's strongest brands. Erica emphasizes transparency, authenticity, and a consumer-first approach as the core of her business philosophy. With prior experience in home remodeling, she brings invaluable insight to each home evaluation, enabling her to serve clients effectively. Erica Baker's passion lies in transforming the spaces that encapsulate your life, ensuring a truly inspirational environment.

The Face of Ambition

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o + 410-280-5600
ebaker@ttrsir.com





Prostatis Financial Advisors Group

ANDREW ASHTON | LAWRENCE KIELY | RYAN C. HERBERT | KATHERINE M. GROCE

Our approach at Prostatis Financial Advisors Group is simple: We provide accountable retirement, tax and estate planning, which we pair with clear and constant personal contact with each of our clients. Our team believes in diversification, along with developing sensible, conservative long-term asset allocation strategies. We work side-by-side with clients to build complete financial plans, giving them peace of mind as they transition toward retirement. If you're experiencing a financial transition, you need to move forward with confidence and a team that shares your values and understands your goals. Our goal at Prostatis Financial Advisors Group is to help our clients implement an investment strategy that allows them to maintain their lifestyle throughout retirement, providing an income they will never outlive. Whether you are thinking about retiring or already in retirement, you need a sound plan to ensure the safety of your investments.

The Face of Financial Freedom

7580 Buckingham Boulevard
Suite 180
Hanover, MD
410-863-1040
prostatisfinancial.com



Arundel Lodge

THE SENIOR STAFF AT ARUNDEL LODGE

Arundel Lodge Inc. has been fighting to end the stigma of mental health and substance use disorders since 1979. Arundel Lodge recently opened a Walk In Behavioral Health Urgent Care Center at the Luminis campus on the 4th floor of Sajak Pavilion. The urgent care center welcomes all ages for mental health and substance use issues. Ending mental health and substance use stigma is a long-term process that requires the commitment of individuals, communities, governments, and organizations. It's essential to continue the conversation and take action to make mental health and substance use support and understanding accessible to all.

The Face to End Mental Health Stigma

2600 Solomons Island Rd
Edgewater, MD
443-433-5900
arundellodge.org



Helena Briggs and Johanne Côté

84 LUMBER

84 Lumber, the nation's largest privately held supplier of building materials, is more than just a lumberyard. The Annapolis location boasts an in-house Kitchen & Bath Design Studio. Collaboratively, designers Helena Briggs and Johanne Côté make dreams come true for their customers, creating designs that are as aesthetically pleasing as they are functional. From selecting colors, styles, and finishes through final installation, Helena and Johanne are here to walk you through every step of the design process. With an extensive collection and a range of prices, 84 Lumber is your go-to supplier to revamp your kitchen or bath. Visit the Annapolis Showroom at 1690 Balt-Annapolis Boulevard to get started today.

The Face of Building & Designing Dreams

1690 Baltimore Annapolis Blvd
Arnold, MD
410-757-4684
84lumber.com



Chaney Homes

JENNIFER CHANEY, CSP, GRI, MBA, REALTOR®

'Best Residential Real Estate Brokerage'- SEVEN years running, 'Chaney Homes: Realty, Staging & Design has re-defined 'full-service brokerage'. With a professional design crew staging every listing to perfection, selecting from an arsenal over \$1M strong of high-end inventory to List-Stage-SELL, faster & stronger. Founded by Jennifer Chaney, Broker, owner, designer- her curated collection of timeless, coastal furnishings & decor combines to 'set the stage' for each seller's success story. An all-included 'white-glove' service reserved exclusively for Chaney Homes clientele. Sell (AND Style)... SMARTER with Chaney Homes.

The Face of Sold

List- Stage- SELL
443-249-SOLD
ChaneyHomes.com
Jennifer Chaney, CSP, GRI, MBA
Broker of Record-
Designer- Owner





Tricia Wilson

GRI, REALTOR® | CHANEY HOMES

Tricia Wilson, top-producing Chaney Homes agent, serves five Eastern Shore counties (Queen Anne, Caroline, Kent, Dorchester, and Talbot), along with Anne Arundel, with unwavering excellence. She offers empathetic guidance through the complex journey of each transaction. Tricia's approach involves accompanying clients from the first meeting to settlement, providing expert advice, personalized care, and deep market insight. Her 20+ years of marketing experience give her a competitive edge, combined with her unique staging services, exclusive to Chaney Homes. Based on Kent Island, Tricia lives the 'Shore Life' with her husband, twin boys, and three dogs. Whether it's fishing, crabbing or hunting, Tricia will join them, cherishing every memory they make as a family.

The Face of A Market Mover

410-404-2033
443-249-SOLD - Press 6
206 Old Love Point Rd
Stevensville, MD 21666





Front Row: Tammie Schnable, Kathy Webster, Julia Jones, Chris Parks, Nanette Rediker. Back Row: Lora Davis, Talli Oxnam, Tom Saxon, Lori Smith

Wye Trust

The Face of Wealth Management

Wye Trust offers wealth management, trust administration, and nationwide corporate trustee services through Shore United Bank N.A. with a professional approach personalized to each client's individual needs. Our methodology is to care for our clients in all stages of their financial journey. We offer comprehensive strategies and exceptional service tailored to meet individual and business needs.

Together, our team of experienced Financial Advisors and Certified Financial Planners are dedicated to helping our clients navigate toward their goals. Guidance from a financial professional can make all the difference. Contact us today to see how we can help you, your family and your business.

www.WyeTrust.com

800.309.8124

16 N. Washington Street
Easton, MD 21601

Offices located in Easton,
Baltimore, Waldorf and
Prince Frederick

Wealth Management and Trust services are offered through Wye Trust, a division of Shore United Bank N.A. Wye Trust and Shore United Bank N.A. are not registered broker-dealers.

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James King

FOUNDER & CEO | TITAN HOSPITALITY GROUP

James King, Founder & CEO of Titan Hospitality Group which owns and operates multiple locations of The Blackwall Hitch, The Blackwall Barn & Lodge, Smashing Grapes Kitchen & Wine Bar and The Lodge Annapolis has spent the last year growing his empire. Titan Hospitality Group embodies an unwavering commitment to fostering a family-like culture. King has become a powerful economic driver in the region. From his work as the President of the Maryland Restaurant Coalition, his accomplishments as a former State Delegate, his Titan Strong Initiative, his creation of the influential business networking group The Arundel Club and his dedication to mentoring the next generation of entrepreneurs, King has proven himself to be a Titan of the Hospitality Industry!

The Face of a Titan

2126 Espey Court, Suite D
Crofton, MD
410-721-5416
titanhospitality.com



Katie Rainey

KATIE RAINEY DESIGN

Recognized as one of the top luxury interior designers in Annapolis, Katie Rainey is a trusted expert on designing, building and renovating homes nestled by the water. Driven to offer her clients relaxation and ease, Katie's spaces are inspired, clean, and feel like a year-round vacation. Her talent lies in partnering with busy professionals and families who seek solace in the water, offering a deep breath from their fast-paced personal and professional lives. Katie's work represents the pinnacle of Waterfront living, having been recognized having been recognized by The Peoples Choice Award for the Best of Houzz 2023, Forbes and Annapolis Home Magazine.

The Face of Waterfront Design

Annapolis, MD
813-214-4179
katierraineydesign.com



Anne Arundel Gastroenterology Associates

SETTING THE STANDARD FOR GASTROENTEROLOGY

For over forty years, AAGA gastroenterologists have been leaders specializing in diagnosing, treating, and preventing all symptoms and diseases associated with the digestive tract: esophagus, stomach, small bowel, colon, pancreas, liver, and gallbladder. AAGA physicians have extensive experience using the latest endoscopic equipment and minimally invasive techniques to help patients with all digestive conditions. Their dedicated team comprises ten board-certified, fellowship-trained gastroenterologists and five advanced practice providers, with a special focus on colon cancer prevention. Current guidelines recommend screening starting at age 45 for those with no high-risk factors such as a family history of precancerous polyps or colon cancer. AAGA consistently garners recognition as the premier physicians and endoscopy center in Anne Arundel County and the surrounding regions. They look forward to meeting you!

The Faces of Gastroenterology

820 Bestgate Road
Annapolis, MD
410-224-2116
aagastro.com

Offices also in Greenbelt,
Odenton, Bowie, Pasadena
and Stevensville



BOB FARLEY

CHRISTINE MURPHY

RICK JAKLITSCH

DAVID JAKLITSCH

The Jaklitsch Law Group

THE BIG DOGS FROM THE SMALL FIRM

The Jaklitsch Law Group is one of the most recognized personal injury firms in the country. The firm boasts four nationally acclaimed lawyers: Rick Jaklitsch, Christine Murphy, Bob Farley, and David Jaklitsch, and has received numerous national awards, including “Best Personal Injury Trial Law Firm - USA”. Affectionately known as the “Big Dogs from the Small Firm,” the Jaklitsch Law Group handles the most serious catastrophic injury and death cases. The Firm’s long track record of substantial settlements and verdicts makes them the unmistakable Face of Personal Injury Law, as again confirmed by What’s Up? Media.

The Face of Personal Injury Law

Annapolis / Upper Marlboro
410-268-2801 | 855-Big-Dog1
BigDogLaw.com



Carrie Olish

BLUE CRAB CUPCAKES

Discover the whimsical delight of Blue Crab Cupcakes, Annapolis' hidden gem off Route 50, where confectionery dreams come to life! Our boutique bakery specializes in irresistibly fancy, scrumptious cupcakes, mini cupcakes, cakes, and weddings. Each bite is an "OMG" moment, crafted to perfection for your special occasions. Whether it's a wedding masterpiece or a fun, themed birthday treat, our friendly, lighthearted vibe will charm your taste buds and spark joy. Can't resist the temptation? Give us a call, and prepare to be dazzled by a sweet symphony in every box of Blue Crab Cupcakes magic, filled with love and joy!

The Face of Desserts

1580 Whitehall Road
Annapolis, MD 21409
443-221-7246
bluecrabcupcakes.com



Cornelia C. Heckenbach

LONG & FOSTER REAL ESTATE | FORBES GLOBAL PROPERTIES SPECIALIST

Originally from Germany, Cornelia moved to Talbot County in 1989 with her family and quickly became one of Talbot County's leading agents. Sophisticated, warm, and accomplished, her real estate successes range from starter homes to stunning multimillion-dollar waterfront estates, farmland and new construction. Motivated to understand her client's needs, she expertly pairs a natural listening ear with 30+ years of unparalleled international expertise. With award-winning results and passion for the beauty of the Eastern Shore, her clients quickly come to know Cornelia's integrity, leading-edge marketing talent, persuasive advocacy, and exceptional skill at the negotiation table. Cornelia trains her champion Labrador Retrievers, bred from European lines and competes nationally. She enjoys spending time with family on her waterfront farm and cooking farm to table meals. With dedication and business savvy, Cornelia leads sellers to top-dollar results, and buyers to the home of their dreams.

The Face of Eastern Shore Real Estate

410-310-1229
105 S Talbot Street
St Michaels, MD 21663
StMichaelsMdWaterfront.com





Petitbon Alarm Company

RICHIE PETITBON & RICHIE PETITBON III

Richie Petitbon is the Owner and President of Petitbon Alarm Company, founded in 1991. Richie's son, Richie Petitbon III, Business Development Specialist, joined the team in 2020 after earning his masters at Alabama and Illinois. Petitbon's principles were founded upon the Golden Rule, highlighted by no long-term contracts and the most elite service in the industry. The company's five-star reviews demonstrate commitment to service and excellence. Every Petitbon team member is a licensed employee who lives in our community. Most have been on staff for over a decade, many for much longer! The company's tagline "Defense – A Family Tradition™", is a nod to Richie's father, Richie Petitbon, Sr., whose name you may recognize as a former NFL player and one of the top defensive football coordinators of his time. Richie often says "My dad designed defense for the Redskins, and we design defense for your home and business".

**The Face of
Premier Security
Systems**

2151 Priest Bridge Drive, #41
Crofton, MD 21114
301-858-0820
petitbon.com



Elizabeth Bennett

CHESAPEAKE FINANCIAL PLANNING & TAX SERVICES, LLC

Elizabeth is a CERTIFIED FINANCIAL PLANNER® and fiduciary working in her client's best interest. She engages with her clients in a consultative partnership educating as well as listening. Elizabeth begins with a financial plan putting together a snapshot of her client's current situation. From there, the plan combines need, wants, short- and long-term goals and a path forward. Additionally, working with her clients other trusted advisors such as estate planning attorneys and CPA's is necessary to ensure her clients' team is coordinating efforts. Money and investing are very empowering. Recommending what is in the best interest of each client is a top priority. Elizabeth's vision for her practice is to continue to provide her clients with peace of mind knowing that they have a plan in place. In today's digital age she can help her clients no matter if they are local or across the country. She has offices in Annapolis, MD and Boca Raton, FL. She brings passion to what she does every day.

The Face of Wealth & Retirement Planning

410-974-0410
71 Old Mill Bottom Road North
Suite #201
Annapolis, MD 21409
admin@chesapeake-financial.com
chesapeake-financial.com



Regenerative Orthopedics and Sports Medicine Annapolis

SEAN MULVANEY, M.D. | JAMES LYNCH, M.D.

Dr. Mulvaney is an Associate Professor of Medicine at the Uniformed Services University in Bethesda, Maryland and is board certified in Sports Medicine and Pain Medicine. He has an international reputation as an educator of other physicians and pioneered and published on ultrasound-guided techniques. During his 31-year military career, Dr. Mulvaney served our nation’s Special Operations community as both a US Navy SEAL officer and a US Army physician.

Dr. Lynch is an Olympic Team Physician for USA Swimming supporting elite athletes in international competitions since 2011, including the 2016 and 2020 Olympic Games in Rio de Janeiro and Tokyo. He is an Associate Professor at the Uniformed Services University in Bethesda and is board certified in Family Medicine and Sports Medicine. Dr. Lynch is a 1989 graduate of the United States Military Academy at West Point and holds graduate degrees from Dartmouth College and Brown Medical School.

The Face of Restorative Orthopedics

116 Defense Hwy, Suite. 203
Annapolis, MD
410 505-0530

499 Idlewild Ave, Suite 103
Easton, MD
443-470-6899

rosm.org
thestellateinstitute.com



The Arc

CENTRAL CHESAPEAKE REGION

At our core, The Arc believes people with intellectual and developmental disabilities (IDD) deserve the same opportunities to live, work, and connect as any other community member. Our commitment to equity and access means creating these services that people tell us they need to live the life of their choosing. Since 2018, The Arc has nearly doubled, supporting over 3,000 people with IDD and employing over 500 people. Current and emerging needs of the community are what drive our growth and have inspired vital programs such as Behavioral Health and community-wide resources like Port Street Commons (coming Fall 2024).

The Faces of Growth

999 Corporate Blvd
 Suite 300
 Linthicum, MD 21090
 410-269-1883
thearcctr.org



Scott Schuetter

OF BERKSHIRE HATHAWAY HOME SERVICES PENFED REALTY

Personal and Professional ~ Scott Schuetter has always focused on people, not houses. Every transaction, whether buying or selling, involves a series of complex personal decisions layered with emotions, finances and stress. Scott's military background and training taught him to be calm in any and all circumstances. He states that when things are most chaotic, it is even more important to be the calm and guiding voice. Buying or selling a house is not as stressful as a stormy night carrier landing, but to his clients, it may feel like it. While marketing trends, advertising, community connections, staging a home, market expertise are a huge part of his business, he expresses that in the end it all comes back to people and being there for them when it matters most.

The Face of Personal and Professional Real Estate

1997 Annapolis Exchange Pkwy
 Suite 100
 Annapolis, MD
 410-266-0600 (Office)
 410-900-7668 (Mobile)
 scottschuetter.com





Jack and Marilyn Coolidge

BAYWOODS OF ANNAPOLIS

Maryland natives Jack and Marilyn Coolidge moved to BayWoods in 2022 after extensive research into local retirement communities. They chose BayWoods due to its suitability for them and their two dogs, Coal and Nikki, as well as its equity ownership option. They now relish the scenic grounds, wildlife, and abundant activities in the Chesapeake Bay waterfront setting and historic Annapolis. Marilyn is involved in welcoming new residents and assisting them in transitioning to BayWoods living, while Jack leads as Co-chair of the Woodshop Group and participates in the Building and Grounds Committee. Their dogs also play an active role in the Pet Therapy program located on campus.

The Face of Waterfront Retirement Living

7101 Bay Front Drive
Annapolis, MD 21403
443-837-1208
baywoodsofannapolis.com





Easton Dermatology Associates

DR. MICHAEL DEL TORTO AND DR. DONALD STRANAHAN, JR

Led by board certified dermatologists Dr. Michael Del Torto and Dr. Donald Stranahan, Jr., the team at Easton Dermatology Associates specialize in diagnosing skin disorders and providing the best treatments available to improve the health and appearance of your skin. They stay on the cutting edge of their specialty, which includes using the most advanced medications and procedures to treat the medical, surgical, and cosmetic needs of your skin, hair, and nails. They have received numerous awards and recognitions including the Top Docs, Best of Eastern Shore Magazine, *What's Up?* Magazine's Top Dermatologist Award and the Talbot County Chamber of Commerce Outstanding Large Business of the Year Award. All locations are accepting new patients. Book your appointment today!

The Faces of Healthy Skin

403 Marvel Court
Easton, MD

106 Milford St., Suite 501B
Salisbury, MD

411 Thompson Creek Rd Bay 1
Stevensville, MD 21666

410-819-8867
eastondermatology.com



Jonathan Werrlein

WERRLEIN SERVICES

For over 15 years, Werrlein Properties has been dedicated to constructing and refurbishing homes in Anne Arundel and Prince George's Counties. Jonathan Werrlein, after collaborating with various subcontractors over the years, has handpicked a skilled team for home construction and renovation. Recognizing the challenges homeowners face when seeking trustworthy and budget-friendly trade technicians, Jonathan established Werrlein Services, a comprehensive solution for all home service needs. It simplifies the process of finding dependable professionals to work in your home, aiming to make home services accessible, reliable, and affordable. He likes to call it "Home Services, Made Easy," offering homeowners peace of mind in their projects.

The Face of Elevated Standards

522 Defense Hwy
Annapolis MD
443-258-9740
werrleinservices.com



Shawn J. Walker, CFP®, Jay Sprinkel, CRPC®, Ryan Ansted, CRPC®, CRPC®, Gregory Ostrowski, CFP®, CRPC®, BFA™, Ian Arrowsmith, CMFC®, CRPC®

Scarborough Capital Management

INVESTMENT MANAGEMENT | FINANCIAL PLANNING | PERSONALIZED 401(K) MANAGEMENT

It's a new day. Make it yours. No two people are alike. No two plans are alike. Only after a thorough analysis of your unique set of goals and financial picture do we begin to develop wealth management strategies specifically tailored for you. Whether you are interested in planning for retirement, establishing a steady cash flow, or funding your grandchildren's education, your plan is customized according to your varied needs and changing circumstances. Contact us for a complimentary, confidential consultation with one of our financial planners.

Securities through Independent Financial Group, LLC (IFG), a registered broker-dealer. Member FINRA/SIPC. Advisory services offered through Scarborough Capital Management, a registered investment advisor. IFG and Scarborough Capital Management are unaffiliated entities. Investing in securities involves certain risks which can include an entire loss of principal. Investors should carefully consider all risks before investing.

The Face of Investment Management

410-573-5700
 SCMadvice.com
 1906 Towne Centre Blvd
 Suite 260
 Annapolis, MD 21401



The For All Seasons' Client Services Team gathers for a photo at the agency's Easton, MD headquarters.

For All Seasons

SINCE 1986

Mental health challenges, sexual assault, abuse, and trauma are a reality for many people in our community. Not everyone wants to discuss these topics, yet we all hope they are being addressed. For All Seasons Client Services Team is a part of the frontline staff serving as the Face of Resilience for our community. Our entire team of over 85 employees provides the highest quality mental health and victim services to children, adults, and families across the Eastern Shore region and beyond. Providing walk-in same-day services, we accept all insurances and serve all clients regardless of one's language or ability to pay. For All Seasons proudly supports our resilient community members on their journey to wellness.

The Face of Resilience

Offices in Easton, Cambridge, Chestertown, Denton, Stevensville, and Tilghman
 Main: 300 Talbot Street
 Easton, MD 21601
 410-822-1018
forallseasonsinc.org



Susan S. Mahaffee

SPIR, SHRM-SCP, NDCCDP

PEOPLE RISE LLC

After a successful career in both public and private organizations, Susan S. Mahaffee transitioned from HR executive to entrepreneur, founding People Rise LLC in 2022. Her strategic business consultancy provides organizational assessments, exclusive retained searches, executive coaching, and training programs in partnership with the Center for Creative Leadership (CCL). Leveraging an in-depth comprehension of clients' businesses, Susan offers precise roadmaps that align business goals with people-centric strategies. Her distinct leadership style prioritizes a commitment to Simplicity and Repeatability, Her distinct leadership style prioritizes a commitment to three elements: Simplicity and Repeatability, Embedded Partnership, and Ethics and Expertise. Together with fostering inclusivity and approachability, she aims to help her clients achieve remarkable growth and lasting success.

The Face of People-Centered Leadership

Severna Park
443-433-2042
peoplerisellc.com

-  /company/people-rise-llc
-  youtube.com/@peoplerisellc
-  instagram.com/peoplerisellc/
-  facebook.com/peoplerisellc



Fred Frederick

FRED FREDERICK CHRYSLER JEEP DODGE - EASTON

For 28 years, Fred Frederick Chrysler Dodge Jeep RAM in Easton has treated the needs of each individual customer with paramount concern. We know that you have high expectations, and as a dealership we enjoy the challenge of meeting and exceeding those standards each and every time. We're proud to be an award winning dealership as well as a Certified Agriculture Dealer and Business Link Dealership. We are experienced in providing services to individuals, small business owners, large fleet and corporate accounts, and government contracts. Our staff specializes in providing solutions for individuals as well as business, emergency services, farm, and agricultural needs. Allow us to demonstrate our commitment to excellence! Our experienced sales staff is eager to share their knowledge and enthusiasm with you. We encourage you to browse our online inventory or allow us to find the right vehicle for you. An easy and friendly car buying experience.

The Face of Automotive

8562 Ocean Gateway
Route 50
Easton, MD 21601
410-822-2100
fredfrederick.com



Joanna Dalton

REALTOR® | COLDWELL BANKER REALTY

Joanna has quickly grown in the ranks as a multi-million dollar sales agent at Coldwell Banker Church Circle, the #1 office in the Mid-Atlantic & Baltimore/Metro Region. Her work ethic, local market knowledge, and personal connections allow her clients to succeed in the home buying and selling process. Globally Luxury Certified, Joanna consistently garners industry accolades. She is an astute, Tech savvy, financially literate REALTOR® who displays outstanding service and commitment to her clients. Her premier and professional experience, knowledge, and networking tools help to successfully complete the process from the first consultation to the sale of their home. Her mission: be there to support her clients every step of the way.

The Face of Everything Real Estate

Serving Anne Arundel County & the Eastern Shore

3 Church Circle
Annapolis, MD 21401

O: 410-263-8686

M: 410-980-8443

Joanna.Dalton@CBMove.com





Brad Woodward, Jon Bass, Matt McCormick, Erika Strickland, Doug McCuiston, Steve Roth; Not pictured: Teresita Cuesta and Lauren McClain

Indian Creek School

MIDDLE SCHOOL ENGLISH, HISTORY, AND SCIENCE FACULTY

Middle School students thrive with challenging, meaningful, hands-on learning opportunities. Last year, when Indian Creek Middle School shifted to a Project Based Learning (PBL) curriculum for English, History, and Science, teachers were confident the format would enhance learning. The gold-standard curriculum has surpassed expectations, resulting in increased engagement, retention, and test scores. Through PBL, students tackle real-world problems through an inquiry-based project, finding success as learners, collaborators, designers, and presenters. This program has further enhanced Indian Creek's commitment to provide a premier PK-12 school experience, where kindness is currency, well-being is priority, and excellence in education is relentlessly pursued. Learn more at: indiancreekschool.org

The Faces of Gold Standard Middle School Project Based Instruction

1130 Anne Chambers Way
Crownsville, Maryland 21032
indiancreekschool.org



Maryland Oncology Hematology

EXPERT CARE CLOSE TO HOME

Maryland Oncology Hematology provides patients with advanced, comprehensive cancer therapies in a community setting that allows patients to receive care near their support systems. Our highly trained and experienced physicians work closely with a talented clinical team that is sensitive to the needs of cancer patients and their caregivers. The best of care, close to home. Patients can be assured that as an independent practice, MOH physicians are able to send patients to the best specialists or make recommendations based on specific care needs. We are never beholden to a health system or network. Unlike some of the major hospitals, our doctors are focused solely on oncology, giving patients the expert care that they deserve.

The Faces of Community Cancer Care

| | |
|---|------------------------------------|
| Annapolis Office 810 Bestgate Road Suite 400 Annapolis, MD | Easton Office Coming Soon |
|---|------------------------------------|

410-897-6200
MarylandOncology.com



Chris Edge

FIRST HOME MORTGAGE

Chris Edge is a Loan Officer and Sales Manager in the Annapolis branch and has been assisting clients with mortgage financing for the past eight years. Chris' approach to mortgage lending is simple. He starts by taking the time to understand his clients' goals and long-term plans, then crafts a comprehensive mortgage solution that meets their needs. As market conditions and programs frequently change, Chris believes in keeping his clients informed and up to date with the latest insights. His true passion is in the education of his clients and helping them understand the process and strategy of buying their dream home. Chris resides in Annapolis, MD with his wife, three kids, and two dogs. When he is not assisting clients with their mortgage needs, Chris spends his time with his family enjoying all the outdoor benefits Maryland has to offer.

The Face of Mortgage

900 Bestgate Road
Suite 310
Annapolis, MD 21401
410-708-1075
firsthome.com/chris-edge

NMLS #1017539 



Hospice of the Chesapeake

DR. MARNY FETZER, CHIEF MEDICAL OFFICER | BECKY MILLER, CHIEF OPERATING OFFICER
 RACHEL SHERMAN, DIRECTOR OF NURSING AND CLINICAL ADVOCACY
 KRISTIN WILLIAMS, VICE PRESIDENT OF HOSPICE OPERATIONS

Have you talked with your family about how you want to live your life? Not just the beginning and middle parts – but how you want to live at the end? Have you made plans for the day you might need help should you become too ill to care for yourself? These are often difficult conversations to have at the dinner table or around a fire pit. We see families every day who are forced to have these important discussions during an emergency. These courageous leaders are part of a team focused on educating our community about the value of advanced care planning and supporting these courageous conversations. At our core, we are advanced care advocates who focus on helping individuals make decisions about the care they want for themselves and their families. We are Maryland’s largest independent not-for-profit hospice. We are the Faces of Courageous Conversations.

The Faces of Courageous Conversations

Hospice of the Chesapeake
 410-987-2003
hospicechesapeake.org



Dr. Meredith Todd DDS, FAGD

HARBOR DENTAL CENTER

If you're looking for a dental home that combines state-of-the-art dentistry with a personalized patient-centered approach, look no further than Harbor Dental Center. Since 2013, Dr. Meredith Todd, DDS, FAGD, has been practicing in her hometown of Cambridge, Maryland. She has grown her practice by focusing on patient comfort and compassionate care. Harbor Dental Center continuously improves the patient experience through advanced training and cutting edge technologies such as digital scanning, 3-D cone beam x-rays, and laser technology. The Harbor Dental Center team strives to help patients maintain their dental health for a lifetime while improving their overall health, confidence, and happiness.

The Face of Stunning Results

402 Muse Street
Cambridge, MD
410-228-5445
harbordentalcenter.com



Jack Papaleonti GRI

THE ANCHOR TEAM OF ACADEMY REALTY, INC

Through Jack's professional work and volunteerism, he contributes to the growth of resilient communities by being actively engaged and giving back. At the helm of Academy Realty, Jack has overseen more than a thousand successful real estate transactions over the years, all the while actively supporting various causes in the community. He is extremely devoted to philanthropic endeavors including the annual "Shop with a Cop" event through the Annapolis Optimist Club. Jack has also served as the President of the Annapolis High School Sports Boosters Club and Parish Councilmember at Ss. Constantine & Helen Greek Orthodox Church.

The Faces of Charitable Giving Through Real Estate

801 Compass Way #7
Annapolis, MD 21401
410-263-9105
academyrealty.com





RLC Lawyers & Consultants

TATE RUSSACK | CAMI RUSSACK | GEORGE R. ROLES

RLC's attorneys Tate and Cami Russack have been helping Marylanders from Offices on the Eastern Shore in Easton and in Annapolis since 2000. RLC's experienced and respected Bankruptcy & Debt Relief practice can help you with personal or business negotiations, restructuring and when necessary, all the Protection in Bankruptcy. We know that Your finances are unique. We take the time to listen and understand your situation to offer the right solution to achieve your goals. All of us at RLC always return calls promptly so you have the right answer. With RLC, You have a true advocate to assist you in keeping a sound financial footing. And, we help your Business succeed. Whether it's a new company, a large purchase, contracts, negotiation or restructuring debt, RLC has the expertise to help you. You can depend on great people, effective solutions & great communication at RLC. Give Tate or Cami a call 410-505-4150.

The Face of Maryland's Bankruptcy Counsel

Annapolis, MD
 Easton, MD
 8737 Brooks Dr. Suite 107
 410-505-4150
 RLCFirm.com



Ann M. Covington

CFP®, CPWA® | COVINGTONALSINA

Eleanor Roosevelt said, “It takes as much energy to wish as it does to plan.” Ann M. Covington couldn’t agree more. Ann founded CovingtonAlsina in 2012 to provide solid financial advice to strong, successful women. Since then, the firm has grown to assist clients of all genders in planning for their future. “Our goal is to overcome the confidence gap in investing and financial planning,” said Ann. Holding both the CERTIFIED FINANCIAL PLANNER® and Certified Private WealthAdvisor™ certifications, Ann has the training, experience, and, equally as important, the compassion, to help people. Through ongoing educational events and personal planning, the team at CovingtonAlsina works to provide access points to financial planning. As an independent firm, CovingtonAlsina is free to select the product or brand that best fits a client’s need. Working as fiduciaries, they always look to act in a client’s best interest, fostering long-term relationships that extend for generations.

The Face of Financial Planning

410-457-7165
67 West Street | Suite 200
Annapolis, MD 21401
Info@CovingtonAlsina.com
CovingtonAlsina.com

CovingtonAlsina is a Registered
Investment Advisor

FACES

OF THE



Diane & Crew

OF TAYLOR PROPERTIES

Diane & Crew of Taylor Properties understands that buying or selling a home is more than just a transaction: it's a significant financial and emotional investment. That's why our team of real estate professionals is dedicated to providing exceptional, valuable, personalized service to all of our clients. We take great pride in the relationships we build and always work relentlessly on our client's behalf to help them achieve their real estate goals. Our philosophy is simple: clients come first. We pledge to be in constant communication with our clients, keeping them fully informed throughout the entire buying or selling process. We believe that if you're not left with an amazing experience, we haven't done our job. We don't measure success through achievements or awards, but through the satisfaction of our clients.

The Face of Real Estate

410-279-3868
175 Admiral Cochrane Dr #112A
Annapolis, MD 21401
DianeAndCrew.com





Scott Finlay DDS, FAGD, FAACD

ANNAPOLIS SMILES

For more than 35 years, Annapolis Smiles has been providing the highest level of dental care for individuals and families in the greater Annapolis area. Dr. Scott Finlay's office provides comprehensive dental services from routine maintenance and preventive care to dental implants and reconstructive procedures. Dr. Finlay is recognized as one of the premier cosmetic and restorative dentists in the country. He is one of only 100 dentists that has been vetted as an Accredited Fellow by the American Academy of Cosmetic Dentistry, the Gold Standard for Excellence in cosmetic dentistry, and he is a Diplomate of the American Board of Cosmetic & Esthetic Dentistry. Dr. Finlay takes a detailed approach for each patient to ensure their dental treatment plans balance the complexities of smile design to produce optimal results. Annapolis Smiles has been consistently voted the Best Cosmetic and Restorative Dentist in Annapolis thanks in part to its tenured team of caring dental professionals, five-star service and commitment to exceptional care. Call us today to make an appointment!

The Face of Cosmetic Dentistry

1460 Ritchie Highway
Suite 203
Arnold, MD 21012
New Patients:
410-989-7132
Current Patients:
410-757-6681
annapolisssmiles.com



Dr. Zvezdomir Zamfirov

ALL STAR PAIN MANAGEMENT AND REGENERATIVE MEDICINE

Founded in 2017, All Star Pain Management and Regenerative Medicine has established itself as a leader in Annapolis' regenerative medicine field. With the recent addition of their Bowie office, they now operate in three accessible locations which focus on a comprehensive approach to pain relief. Their innovative procedures target acute and chronic pain symptoms while addressing the underlying orthopedic conditions. Specializing in spine, joint, muscle, ligament, and tendon issues, they offer state-of-the-art techniques, including spinal injections, minimally invasive surgeries, neuromodulation, and joint injections. Their regenerative medicine offerings, including platelet-rich plasma (PRP), alpha-2 macroglobulin (A2M), and pioneering bone marrow concentrate treatments, aim to enhance patients' quality of life with minimal side effects and downtime.

The Face of Regenerative Medicine

443-808-1808
Offices in Annapolis,
Glen Burnie and Bowie
AllStarPainManagement.com



Michele Deckman

THE TOWER TEAM | TTR SOTHEBY'S INTERNATIONAL REALTY

Michele believes the key to being a top tier agent is focusing on the individual needs of each client. Her business is built on rolling up her sleeves and doing whatever needs to be done to help her clients have a smooth experience when buying or selling a home. Michele believes White Glove service means you anticipate challenges, then go above and beyond to find and actively participate in the solutions. Just a few of her full-service offerings include hiring movers to assist a seller in de-cluttering their home and personally staging the entire house from top to bottom with her team. She will even take buyers on waterfront tours aboard her power boat. She often says, "Annapolis by sea is whole different world!"

The Face of White Glove Service in Real Estate

209 Main Street
Annapolis, MD
M: 410-353-3703
O: 410-280-5600
sothebysrealty.com





Laura Carney

SENIOR VICE PRESIDENT | TTR SOTHEBY'S INTERNATIONAL REALTY

Laura Carney is a Senior Vice President with TTR Sotheby's International Realty and her extensive knowledge of the Eastern Shore real estate market is second to none. As a native of Talbot County, her insight and in-depth understanding of the area are critical in guiding both buyers and sellers. For over thirty years, Laura has worked not only on the shore but also in the fast-paced markets of the DC metropolitan area. That experience and her long-term agent relationships have proven invaluable. Laura's professionalism, unmatched ethical approach, and unwavering dedication to her client's success are what make her one of the leading agents in Talbot County. Combining her local knowledge with TTR Sotheby's International Realty's global network and reach brings a certain dynamic to the Eastern Shore.

The Face of Real Estate Experience & Success

M: 1-410-310-3307
 O: 1-410-673-3344
 17 Goldsborough Street
 Easton, MD
laura.carney@sothebysrealty.com
lauracarney.com





Radcliffe Creek School

DISCOVER. CREATE. THRIVE.

Radcliffe Creek School, a K-8 institution located in Chestertown, MD has empowered children for over 25 years. Since 1996, the school's mission has been to "empower children in a dynamic environment that celebrates unique learning." A haven for neurodivergent and neurotypical kids alike, students migrate from 9 counties and nearly 25 zip codes to take part in Radcliffe Creek's personalized, multi-sensory education experience. At Radcliffe, a child may receive instruction well above their grade level in the areas in which they excel. However, if a student struggles in an area, such as reading, they receive high-quality, personalized, small-group instruction via programs like Orton-Gillingham.

The Face of Individualized Learning

201 Talbot Blvd Suite A
Chestertown, MD
410-778-8150
radcliffecreekschool.org



Michael Tese

GOLDLEAF

After spending a decade in Miami, Michael Tese moved to Annapolis in 2018, joining GOLDLEAF's mission to redefine the cannabis industry. Under his leadership and with a strong background in luxury hospitality, GOLDLEAF emphasized elite customer service, ensuring every client felt valued and catered for. Since its launch in April 2019 with an initial team of eight manning two registers, GOLDLEAF has grown to 160 professionals handling fifty registers. Today, GOLDLEAF dominates the market serving over 31,000 customers monthly. They provide an unparalleled retail experience, superior quality products, and the most competitive prices in Maryland. Michael's commitment to GOLDLEAF isn't just about business growth; it's about ensuring every Marylander benefits from safe, reliable, and premium medicinal access.

The Face of High-End Retail, Service and Affordability in Cannabis

2029 West St
Annapolis, MD
410-267-3000
goldleafmd.com



Rachel L. Smith & Christine Harrington

LONDONDERRY ON THE TRED AVON

Londonderry on the Tred Avon, a 62+ independent living community on the banks of the Tred Avon River in Easton, MD proudly welcomes new CEO, Christine Harrington. While new to Londonderry, Christine is no stranger to retirement living and brings more than 15 years of executive level experience to the Londonderry Team. She is joined by Rachel Smith, Londonderry's Director of Sales and Marketing, who has helped prospective residents make Londonderry their home for the past ten years. Along with the entire team, Christine and Rachel look forward to welcoming new residents to Londonderry's vibrant and active waterfront campus.

The Faces of Retirement on the Eastern Shore

700 Port Street, Suite 148
Easton, MD 21601
410-820-8732 or 800-752-8732



Haven Ministries

TERRY OTTO – HAVEN MINISTRIES VOLUNTEER, SUSIE RECKORD – HAVEN MINISTRIES VOLUNTEER COORDINATOR, PETER GRIM – EXECUTIVE DIRECTOR

Haven Ministries’ volunteer, Terry Otto and Volunteer Coordinator, Susie Reckord, coordinate meal tastings at the Haven Ministries Food Pantry in Queenstown. Peter Grim, Executive Director samples the tasting in the background. Food Tastings are provided to Haven Ministries’ clients monthly in collaboration with the Supplemental Nutrition Assistance Program (SNAP) in cooperation with Maryland’s Department of Human Services. Sample nutritious meals are given to clients along with recipes and food so that they can prepare the meals at home. Haven Ministries is a non-profit service organization located in Queenstown, providing food, clothing, shelter, and resources to those in need in Queen Anne’s County.

The Faces of Hope

Haven Ministries Food Pantry
 206 Del Rhodes Avenue
 Queenstown MD 21658
 410-827-7194



HF Advisory Group

RAY HOBSON, CFP®

At HF Advisory Group, you can expect simple unbiased financial advice. We give our clients real individualized attention. Every family has a different idea of what their financial goals are and how they want to get there. We tailor plans to each of our clients' specific needs. As a fiduciary, we are obligated to give you wealth management advice that is in your best interest. We help our clients through every step of the process. We want you to know we're here to support you in all stages of your wealth-management journey. That includes getting to — and across — the finish line of accomplishing your financial goals.

The Face of Common Cents

166 Defense Highway, Suite 102
Annapolis, MD 21401
410-571-1415
hfadvisorygroup.com

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Brant Nielsen

NIELSEN DEVELOPMENT GROUP

In the competitive world of construction, where projects demand precision and reliability, one company stands out as a beacon of integrity & excellence: Nielsen Development Group, with Brant Nielsen at the helm. In an industry where corners are often cut, NDG takes a different approach – Brant has built a reputation by upholding core values that are as solid as the structures he builds. Evidenced by the fact that 98% of NDG's new customers are referred by satisfied clients, NDG's commitment to delivering exceptional work and building relationships has earned them the trust of clients and partners alike.

The Face of Building Dreams

833-634-6683
2976 Solomons Island Rd
Edgewater, MD 21037
NDG.Solutions



Chesapeake Bay Beach Club

RUSTIC CHARM MEETS CONTEMPORARY ELEGANCE

The Chesapeake Bay Beach Club has been a leader in the Wedding, Special Event, and Hospitality industry for nearly 25 years. Their commitment to excellence in service, food and beverage, and their exquisite property have won countless awards along the way. Through the years, one detail has remained the same: their staff. The Beach Club has created a family-like atmosphere for its devoted 200+ employees. Everything that they do and every event is treated with unparalleled levels of service and dedication. Experience luxury on the Eastern Shore at the Chesapeake Bay Beach Club, located just over the Chesapeake Bay Bridge.

The Faces of Hospitality

180 Pier One Road
Stevensville, MD
410-604-5900
baybeachclub.com



Eastern Shore Dental Care

DR. ALYSSA WOLFE, DR. ERIC FOOKSMAN, DR. JENNIFER BROTZ

Eastern Shore Dental Care started off as a small dental practice on the Eastern Shore. In 2017, the office was renovated, expanded, and rebranded. Eastern Shore Dental Care is a 7,000 sq. ft. dental spa that employs 8 dentists, and 52 staff members, offers 20 treatment rooms, and serves over 20,000 patients. Eastern Shore Dental Care is under new ownership, but with familiar faces. Dr. Jennifer Brotz, Dr. Eric Fooksman, and Dr. Alyssa Wolfe have taken over ownership and are continuing the level of care their patients have come to know and love. The previous owners, Dr. Billings and Dr. Murphy were pleased to know that after 42 years of ownership, their practice was in trusted hands.

The Face of a Healthy Smile

22 Kent Towne Market
Chester, MD
410-643-5500
easternshoredentalcare.com



Tribute at Melford

RITA CHAPMAN, LNHA, EXECUTIVE DIRECTOR AND KENNETH REYNOLDS,
COMMUNITY RELATIONS DIRECTOR | TRIBUTE AT MELFORD | CADENCE LIVING

Some claim service to seniors runs through their veins, but Tribute at Melford's team genuinely embodies this sentiment. With Rita Chapman as Executive Director and Kenneth Reynolds as Community Relations Director, the team boasts nearly 50 years of experience in senior care. Their faces are well-known in the community, and they pride themselves as being integral members of an esteemed brand. Their team demonstrates exceptional expertise and continually exceeds residents' expectations. Amidst the myriad of senior living companies, they maintain a distinguished reputation by adhering to Three Pillars of Commitment and Passion: Human Focus, Creativity & Excellence. Their ultimate commitment is to *make seniors happy*.

The Face of Senior Living in Southern Maryland

Tribute at Melford
17300 Melford Blvd
Bowie, MD
301-329-5565
Tributeatmelford.com



ProMD Health

AMY FLEMING, PA-C | MAX LENOWITZ, CRNP
 GEORGE GAVRILA, MD | VICTORIA THURSBY, RN

ProMD Health is a state of the art medical facility specializing in non-surgical treatments and procedures to help patients Look and Feel Younger. The founder, Dr. Gavril, MD, along with Amy Fleming, PA-C, Max Lenowitz, CRNP, and Victoria Thursby, RN, take pride in their advanced skills and techniques. They offer a wide range of services, including Botox, fillers, laser treatments, PDO thread lift, hormone replacement therapy, facial rejuvenation, weight loss shots, Hydrafacial, Sciton Halo, and Emsculpt NEO. Whether your goals are looking like you did 10 years ago, or feeling like you did 10 years ago, ProMD Health has something for everyone.

The Face of Cosmetic Injections

166 Defense Highway
 Suite 302
 Annapolis, MD
 410-449-2060
promdhealth.com



Frame & Frame

ATTORNEYS AT LAW

Frame & Frame Attorneys at Law have served their community for over 65 years by providing skilled, knowledgeable and dedicated legal services for estate planning, elder law, probate, special needs planning, and estate litigation. Choosing the right attorney to represent you and your family is an important decision. Often, these decisions affect very personal and intimate aspects of you and your family's lives. We understand that you want someone who will listen to your story and your concerns, while providing solutions that take the weight off your shoulders. Our experienced attorneys handle your case with discretion, care, and compassion. We are proud to serve as your family's lawyers and trusted advisors

The Face of Estate Planning & Elder Law

8562 Fort Smallwood Rd
Pasadena, MD 21122
(Main Office)

234 West Street
Annapolis, MD 21401

721 Main Street
Stevensville, MD 21666

410-255-0373
frameandframe.com



Jason Salinas

(RET.), US NAVY, UPPER SCHOOL ENGLISH TEACHER AND ENGLISH DEPARTMENT CHAIR, SEVERN SCHOOL

Upper School English Teacher Jason Salinas asks students hard questions, expecting a range of responses. He places enormous value on discussion and working on tough problems together. “All of us know more than any one of us,” said Salinas. “By collaborating, we get to better answers to serious questions.” The process is an important part of the lesson. As a former helicopter pilot, he also brings a valuable perspective. “I try to help students see that yes, the world has real problems, but a 9/10 on a quiz isn’t one of them. Sometimes I’ll ask, ‘Is the helo on fire?’”

The Face of Perspective

201 Water St.
Severna Park, MD 21146
410-647-7700
severnschool.com



Gratitude Marina

IT'S NOT JUST KNOWING BOATS, IT'S ALSO KNOWING PEOPLE

Why Choose Gratitude Marina for your boat repair needs? Our team has over 100 years of experience and is comprised of local community members with local knowledge of the Chesapeake Bay. Gratitude sits at the entrance to Swan Creek with an easy access fuel dock. Our reliable crew is knowledgeable, honest, welcoming and takes pride in the work they do. Our goal is to have an honest conversation about your boat repair needs and work with you through the process from start to finish. We invite you to come meet our team and let us help you with your next boat repair, big or small.

The Faces of Eastern Shore Boat Repair

5924 Lawton Ave
Rock Hall MD 21661
410-639-7011
ospreypoint.com



Compass Stone & Tile Studio

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Nestled at 302 Harry S. Truman Parkway, Compass Stone & Tile Studio stands as a testament to excellence in Annapolis, MD. This exquisite showroom, renowned for its vast and unique selection, specializes in high-quality stone, ceramic, porcelain, and glass tiles. Celebrated for winning "Best Stone and Tile Showroom", the studio showcases an array of products to enhance any home style. With 30 years of industry experience, we promise a diversity of world-sourced products and the option for custom orders. Visit us for a personalized experience and discover why Compass Stone & Tile Studio is the go-to destination for those seeking uniqueness and quality in their tiling projects. For inquiries, call (410) 224-0700.

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of an Expansive
Showroom of
Stone and Tile
Wonders**

302 Harry S. Truman Parkway
Suites A&B
Annapolis, MD 21401
cst-studio.com



Anne Arundel Dermatology

CHARU JAIN, CRNP | DANIELLE TUCKER, BSN, RN | AMANDA GILLESS, LME, MA
KELLY HUNT, MSN, FNP-C | SARAH BREIG, RN

Anne Arundel Dermatology, a leader in the Mid-Atlantic for medical dermatology and excels in treating a wide range of skin, hair, and nail conditions across all ages. Complementing this medical foundation is, Meridiem DermSpa, which offers a luxurious array of spa treatments such as Botox, Fillers, and Body Sculpting. This integration of a medical spa within a dermatology practice embodies their 360-degree, scientific approach, harmonizing health-focused dermatology with aesthetic enhancement. Patients at Anne Arundel Dermatology and Meridiem DermSpa experience a comprehensive journey towards wellness and beauty; rooted in deep medical expertise and complemented by the finesse of cosmetic care. Discover personalized skincare and transformative results at Anne Arundel Dermatology and Meridiem DermSpa – where your journey to radiant health and beauty begins.

The Face of Meridiem DermSpa at Anne Arundel Dermatology

180 Admiral Cochrane Drive
#410, #420, #440
Annapolis, MD 21401

231 Najoles Rd
Suite 300
Millersville, MD 21108

aadermatology.com
meridiemdermspa.com

100% ★★★★★ 5-star reviews



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Planning to sell this Spring? Let's connect now and put together a plan for you to maximize the value of your property so that you can obtain TOP DOLLAR! I'll help connect you to the best local contractors and we can have your home polished up and ready for the Spring Market!

Brad Kappel
Executive Vice President

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brad.kappel@sothebysrealty.com

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