

“Alone we can do so little; together we can do so much.”
 - HELEN KELLER



COMPANY Shout-Outs!

VIRGINIA BEACH TOWN CENTER

SHOUT-OUT TO **FABIAN BROWN**

“I want to give a shout-out to **Fabian Brown** for working through many projects with me to come up with solutions that will be cost effective for the landlord while helping to maintain tenant satisfaction. Thank you so much, Fabian!”

- **Lara Hammje**
 Virginia Beach, VA

VIRGINIA BEACH

SHOUT-OUT TO **JULIE TULLIS & HER TEAM**



Pictured Left to Right: Judy Gerber, Stefani Puccio, Erwin Hughes, Upasana Barot, Chris Taylor and Julie Tullis

“I would like to give a HUGE shout-out to **Julie Tullis and her amazing team** for spearheading an internship program/project for one of our summer interns through HRACRE, Upasana Barot. Everyone did a fantastic job showing her the ropes of Property Accounting and making her feel like part of the team!”

- **Amy Campbell**
 Virginia Beach, VA

CHARLOTTE SHOUT-OUT SPOTLIGHT



Charlotte's 4th of July Office Photo, Pictured Left to Right: Kristal Hodge, Stephanie Pfaff, Charles Neil, Debbie Newsome, Diana Teitsma, and Maria Reed

SHOUT-OUT TO **THE CHARLOTTE OFFICE**

“I couldn't pick just one, so I'd like to give a shout out to **ALL my Charlotte fellow employees!** They make coming to work an absolute pleasure. From **Charles'** scare tactics to **Diana's** wisdom and always bringing us treats, **Maria** and **Cabell's** youthfulness and energy, **Kristal's** sweet smile and calmness, and most especially, to **Stephanie** who is an absolute dynamo!!! She's helped me unbury myself from a massive work load and I can finally see the light of day. I would be lost without you! All of these folks are not just fellow employees, they are Family (friends and family).”

- **Debbie Newsome**
 Charlotte, NC

New Business Shout-Outs

FOR 2021 | PROPERTY MANAGEMENT & BROKERAGE

All of our Divaris offices have been working hard to bring in new business for 2021. Below are the new property management wins and new brokerage listings from January through July, 2021:



NEW PROPERTY MANAGEMENT WINS

- 2/18/21 - Delray Plaza - 87,207 SF (Virginia Beach Office)
- 5/10/21 - Macomb Corner - 13,436 SF (DC Office)
- 7/1/21 - Military Circle Mall - 934,867 SF (Virginia Beach Office)
- 7/28/21 - Overlook Village - 151,365 SF (Virginia Beach Office)

NEW BROKERAGE LISTINGS (LEASE/SALE)

- Richmond Office - 27 New Listings
- DC Office - 22 New Listings
- Hampton Roads Offices - 20 New Listings
- Charlotte Office - 3 New Listings



KUDOS TO OUR *Rockstar* BROKERS

DIVARIS BROKERAGE ROCKSTARS



KRISTA COSTA

Congratulations to Krista who was nominated and selected for The 2021 Virginia Business Women in Leadership Award. Only 30 women made the cut, and it's no surprise that our own Krista Costa was among them. Her strength in office leasing and time spent mentoring others in the real estate community has brought her to where she is today, a successful and highly admired leader in her field.

SEZIN CORTINAS

Sezin is a retail agent in the Virginia Beach office who referred the Military Circle Mall leasing and management contract to DPMC, and because of that she earned the new property management business referral incentive. Thank you, Sezin, for your constant hard work and efforts to expand Divaris' business portfolio!



GEORGE FOX

George is another retail agent in the Virginia Beach office who knows the importance of fostering good relationships. Even though this company, SouthCoast, was working with another firm already, because of George's consistent efforts building a relationship with them he was able to secure the leasing for all three shopping centers they just acquired: Shoppes at Plantation Woods (pictured left), Castle Shops and Country Club Shoppes. George will be teaming up with fellow retail agents, Kris Fuller and Caroline Zarpas, to work on leasing these centers.



If an agent/broker has reached rockstar status at your office for an outstanding job on a deal or listing, we want to hear about it! Please email their deal/listing information to: amy.campbell@divaris.com



DIVARIS Spotlight IN THE COMMUNITY



CHARLOTTE SHARES THEIR SANDWICH MAKING SKILLS WITH THE COMMUNITY

Stephanie Pfaff and Debbie Newsome volunteered their time on Thursday, July 23rd to make sandwiches for Urban Ministry Center, a local homeless shelter in Charlotte, NC. The event was held through the local IREM (Institute of Real Estate Management) chapter and Joffie Contracting Services hosted the event at their shop. Stephanie and Debbie helped make over **500 sandwiches** and filled bags with other items, such as bottled water, crackers, and apple sauce.



Sandwiches, sandwiches, and more sandwiches!



Stephanie Pfaff (left) and Debbie Newsome (right)



DIVARIS OFFICE

Adventures

CHARLOTTE GOES WHITE WATER RAFTING

In early July, the Charlotte team decided to spend a day white water rafting and zip-lining at White Water Center in Charlotte, NC. This fun filled day served as a great team building exercise because they had to work together as a team to maneuver the rafts the correct way... it also tested their strength trying not to laugh at those who fell out of the rafts.



Left to Right: Keirstin McHenry, Sarah James, Charles Neil, Debbie Newsome, Maria Reed, Cabell Sheild, Stephanie Pfaff



Charles Neil on top of the world



Left to Right: Debbie Newsome and Sarah James



Left to Right: Diana Teitsma, Maria Reed, Stephanie Pfaff, Debbie Newsome, Charles Neil, Keirstin McHenry, Cabell Sheild, Kristal Hodge, Sarah James



In the Raft: Cabell Shields, Maria Reed, Diana Teitsma, and Stephanie Pfaff

DC OFFICE CELEBRATES A NEW TEAM MEMBER
& IMPROVES OFFICE AMBIENCE



Mariluna Yabar (pictured on the right) is DC's new Administrative Assistant who had an exciting first week. Not only did the team take her out to celebrate her first day with them, it was also her birthday! In the photo she is with DC's rockstar Transaction Coordinator, **Eden Heflin**, at Patsy's American Diner.



Chelsea Kartchner (pictured right) is an Assistant Property Manager in DC who has been brightening up the office and improving air quality one small plant at a time. Her "plant corner" has definitely caught the eyes of other employees who enjoy her collection and look forward to seeing what fun additions she continues to bring in.

RICHMOND OFFICE NETWORKS WITH
CREW & GRACRE



Loretta Cataldi (left) and **Read Goode** (right) from the Richmond office attended the GRACRE/CREW networking event on July 20th that was held at River City Roll. It was an afternoon of fun, food, networking, and a good cause, because before the event everyone was encouraged to bring gently used professional clothing to donate to the Virginia State University student store, "Basically Business."

AUGUST, 2021



MONTHLY Mindfulness

WITH CATHERINE DIVARIS OF
MIND POTENTIAL
Mindfulness made Tangible

A small, scruffy dog with light brown fur is running on a green lawn. It is wearing a red collar and holding a grey tug toy in its mouth. Water is splashing out of its mouth, creating a large, white, fan-shaped spray. The background is a dark, out-of-focus area, possibly a body of water or a dense forest.

The days from the beginning of July through the middle of August are known as the "dog days of summer" because they are usually the hottest. These higher temperatures mean higher chances of irritability, impatience and even anger, because let's face it, no one wants to be hot.

When our bodies (and our minds) overheat they are much less likely to be focused, relaxed or understanding.

So how do we keep mindfulness from going out the window when we feel hot? **Use it!**

Being *mindful* on hot days just means being aware of our body, the environment (including weather), our thoughts/feelings, and the connection between them all. When we notice the heat affecting us more, it is important to stop for a moment, take a breath, and distinguish between the primary physical experience of the heat and the interpretive layer we add on top. "It's so hot out here it's making me miserable and irritated" is a prime example of layering our feelings about the heat over what our bodies actually experience by being hot.

So even though our physical body temperature may not change, we can learn to better deal with the heat and relieve our frustration by taking time to do the following:



When you are feeling too hot, try to distinguish between the actual heat your body is experiencing and how that is impacting your emotional response.



Sit down somewhere, close your eyes and minimize your movement. Take this time to let your body and mind slow down.



While you are sitting, focus on your breathing. Take long, slow, deep breaths in and out. This will lower your heart rate and help you feel a little cooler.



MIND POTENTIAL
Mindfulness made Tangible

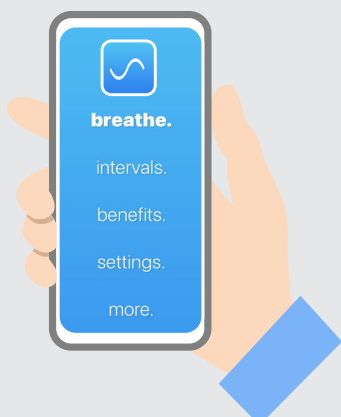
“Whatever you hold in your mind on a consistent basis is exactly what you will experience in your life.”

- TONY ROBBINS

- TONY ROBBINS

Try iBreathe

iBreathe is a simple yet powerful app you can download on your phone that focuses only on breathing. The app offers deep breathing exercises to help relieve stress, anxiety and insomnia. It is straightforward, easy to use and available for Android and iOS systems. Download the app and start breathing better today!



Cigna Life Assistance Program
(Work/Life Support Program)



For all **Full Time** Divaris employees, Cigna will provide this additional "Value Added" benefit for your personal use. This includes things like:

- ◆ 24/7 phone support to help you handle life's challenges
- ◆ Three face-to-face counseling sessions
- ◆ Monthly educational webinars
- ◆ Legal & financial consultations

To access this benefit go to:

- www.signalap.com
- call (800) 538-3543
- or click on the linked image





GUESS WHO GOT Engaged?!



CONGRATULATIONS AMIT GROVER (WASHINGTON, DC)

Amit Grover, a Senior Associate in the DC office, proposed to his girlfriend, Asha Saujani, over the 4th of July weekend. It was a joyful surprise, and Amit caught the moment perfectly!

Amit and Asha met when he was in Chicago for a wedding. He ended up going out on the town one night and she ended up at the exact same bar. She caught his eye and it turned out they had mutual friends there. And that was just the beginning of their forever story... the best is yet to come!



CONGRATULATIONS KELSEY PREBLE (VIRGINIA BEACH)

Kelsey Preble, a Senior Transaction Administrator in the Virginia Beach office, also got engaged over the 4th of July weekend. Her boyfriend, Houston Eicher, popped the question while they were in a lake in Breezy Point, Minnesota.

Kelsey first met Houston when she was at Croc's 19th Street Bistro in Virginia Beach one night and thought she recognized him from somewhere. She didn't. But she did see him again at that exact restaurant a week later and decided to talk to him. And that conversation was just the beginning for this happy couple!



who wore it better?



Debbie Newsome (left), and Diana Teitsma (right) from the Charlotte office ended up wearing matching pink outfits for their white water rafting trip with the team!

Jason Oliver (left), and Brian Devlin (right) from Virginia Beach's investment sales and office leasing teams came to work twinning one day, because great minds think alike of course!



Joe Farina (left), and Amit Grover (right) took this 'Who Wore it Better' news column quite literally. Each of them took turns competing to see who looked the best in Chris Saa's sport coat. It's a tough choice... who do you think should win?

AUGUST, 2021



DIVARIS NEWS & Entertainment



PUZZLES
& PRIZES

**** SPECIAL PRIZE THIS MONTH ****
YOU COULD WIN AN AMAZON ECHO DOT!

NEW RULES:

In order to give as many people as possible time to read the newsletter and attempt to solve the puzzle, the submission **STARTING TIME** for answers will be moved to **Tuesday morning, August 3rd.**

You will have to wait until **9:00 AM** to submit your puzzle answers, and the **first** person to email back **the most correct** answers out of the 6 word-phrase puzzles below will win the prize for this month. (Any answers received before 9:00AM will not be eligible.)

Send your answers to: newsletter@divaris.com

**CAN YOU SOLVE ALL 6 OF THESE
WORD-PHRASE PUZZLES?**

CONGRATS TO
JULY'S WINNER: **KAITLYN DOMBROWSKI!**
FROM VIRGINIA BEACH



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RENT
RENT

JUST- FOR- FUN DATES IN AUGUST:

- July 3rd-August 11th - Dog Days of Summer

August 26th - National Dog Day

August 8th - International Cat Day

August 31st - National Eat Outside Day

August 16th - National Tell a Joke Day



Please Email your Shout-Outs, Employee Spotlights & Photos to
Amy Campbell: amy.campbell@divaris.com

