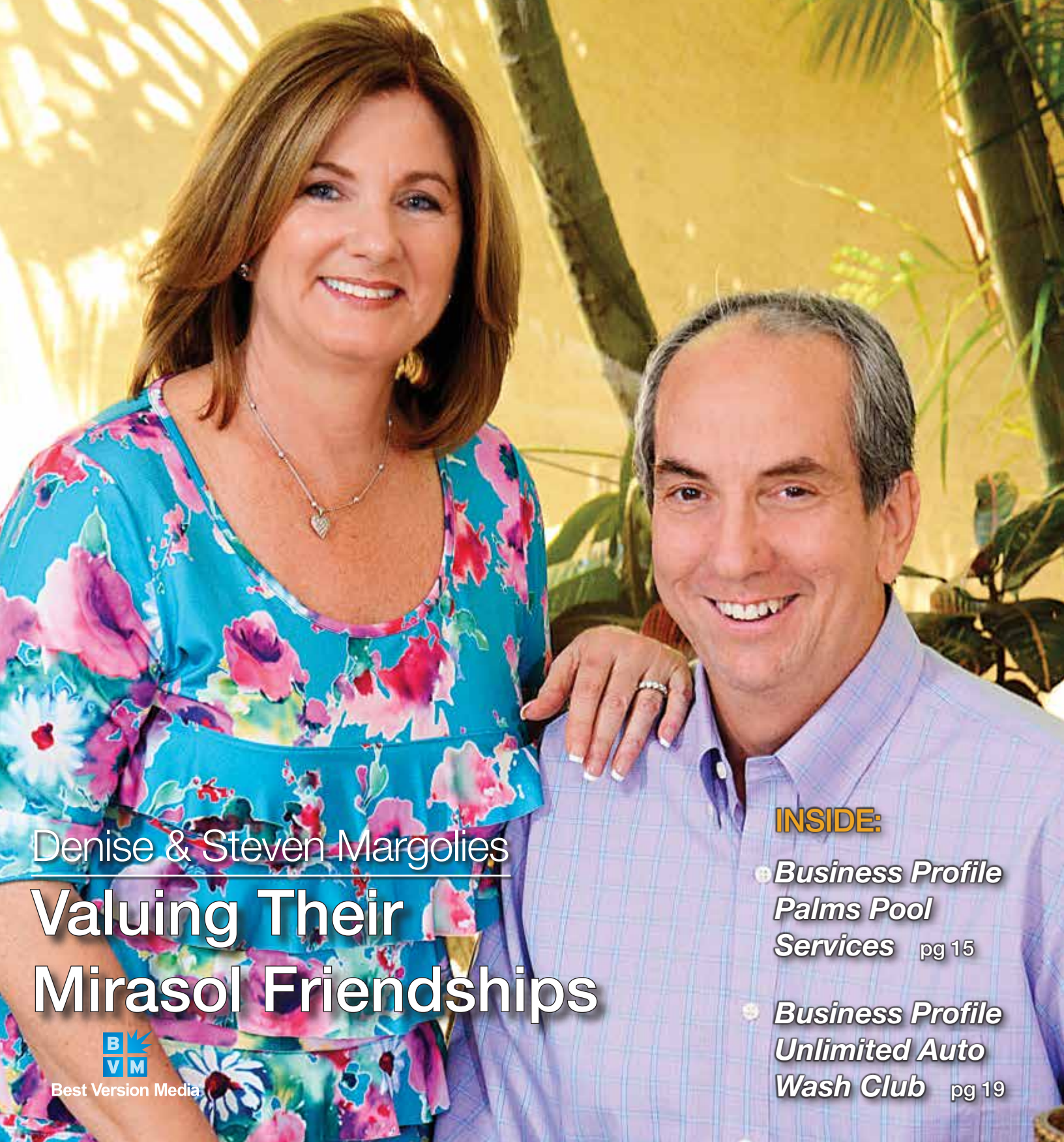


# ResortLiving

An exclusive magazine serving the residents of BallenIsles & Mirasol



Denise & Steven Margolies

## Valuing Their Mirasol Friendships

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## cover story DENISE & STEVEN MARGOLIES

### Valuing Their Mirasol Friendships

Denise and Steven Margolies have reinvented themselves since moving to Florida in 2003, while keeping in mind the more precious things in life. The couple values the friendships they've come to make in the Mirasol community and above all, their growing family.

The couple's story began in New York. Steven was born and raised in Long Island and Denise was born in Far Rockaway.

"We met at a wedding," said Steven. "I was a friend of the groom, whom I went to college with."

"And I was a friend of the bride," said Denise.

"We both lived in Queens, and we didn't know each other, but I needed a ride to the wedding. My knight in shining armor picked me up," laughed Denise. "My friend's mother, the mother of the bride, couldn't believe we had just met that day because we just clicked."

The couple tied the knot in Long Island and have been married for 32 years. Their two children, Jason and Lauren, are now grown with children of their own.

As empty nesters, Denise and Steven started considering a move to Florida.

"I'd come to Florida as a kid," said

Steven. "My parents owned their first condo in 1965 in North Miami, moved to Fort Lauderdale, then Delray," so Florida was an easy fit for us.

"In March of 2001, I had a major health issue," said Steven. "Because of the severity of the situation, we decided to try something different."

"We were going to slow down our lives," said Denise. "We started looking at homes and wanted to find a community where we would feel comfortable. We were young empty nesters and wanted to live in a neighborhood where people would be in the same place in their lives as us."



We came across Mirasol. Although it was very early on in it's development with no club house and a pool that had just opened."

"We stood on an empty lot, fell in love with the view, and knew this was the place for us!"

"We've really seen the community build up tremendously," said Denise.

"When we first moved down here, we weren't ready to retire. We came here to reinvent ourselves. It took about a year and a half, as Steven was looking at different businesses to buy. We had a couple of friends who already knew us because of Steven's involvement with our HOA, who said, 'Why don't you start a property management company? People know you, they trust

you.' We looked at each other and said, 'I don't know - do we want to work where we live? Is this a good mix?'"

"I put it off for a year," said Steven. "I kept looking for businesses, and kept coming back to this idea."

"Our neighbors kept encouraging us, so we decided 'to give it a go.' I said to him, 'Honey, I want to be a part of this

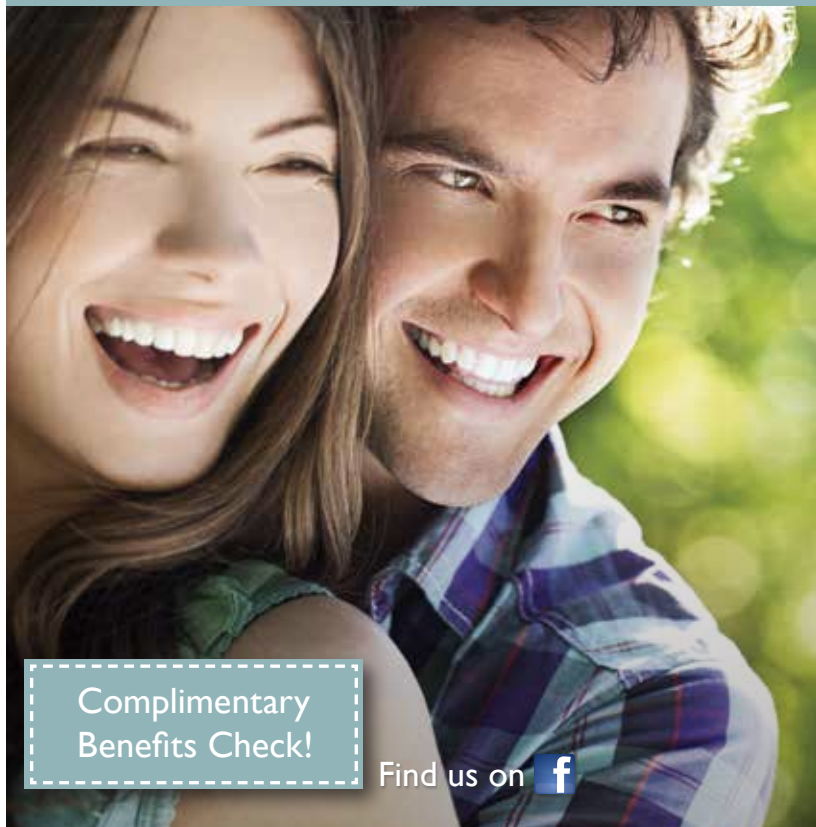
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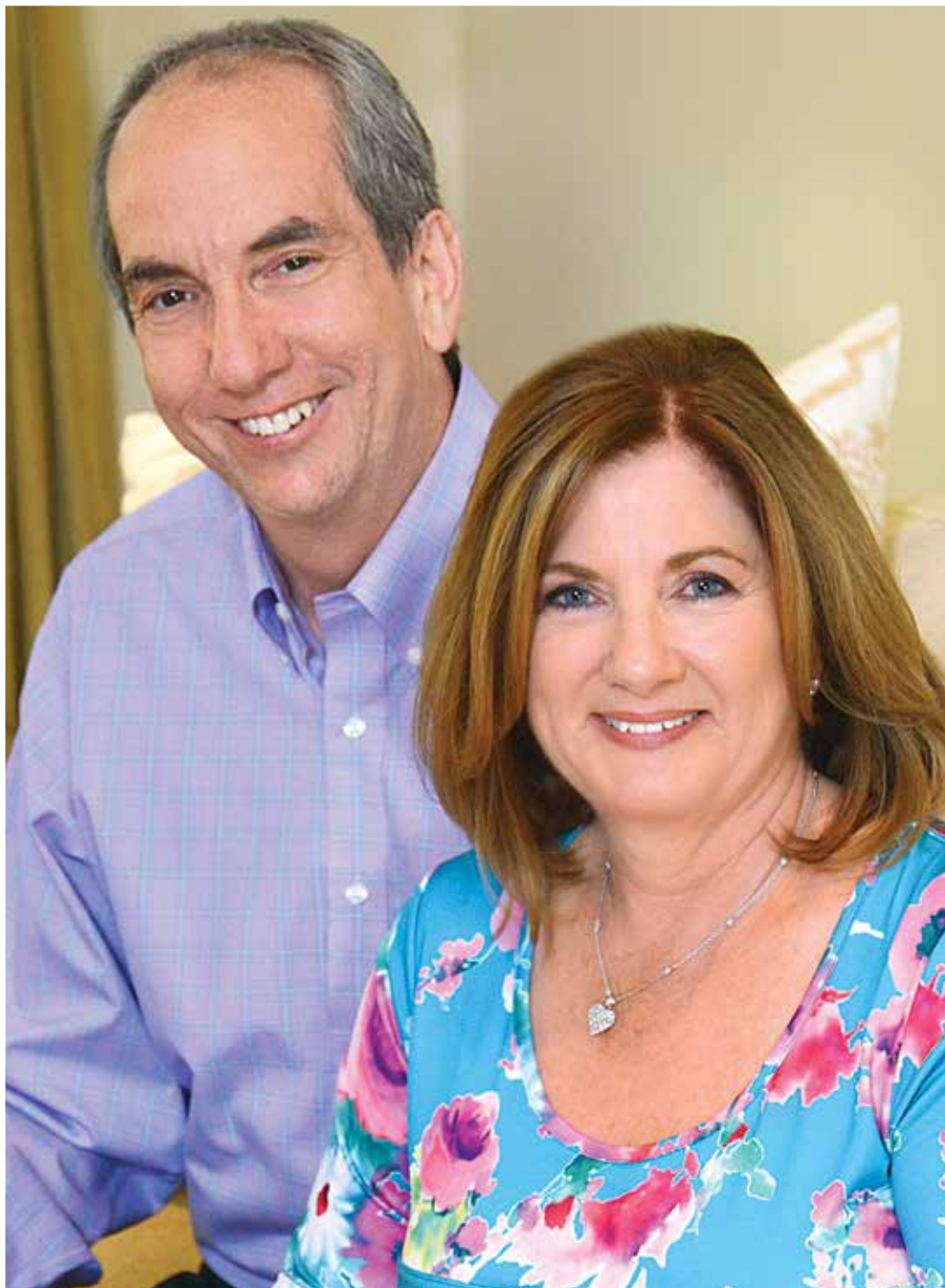


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business. We'll get started together and I'll help you out for a couple of years.' 10 years later and we are still working together," laughed Denise.

The couple owns Majestic Home Management Services, which exclusively serves Mirasol, PGA National, and BallenIsles.

"I learned my business acumen from my father, who employed over 200 people, that you treat a vice president the same way you treat a custodian," said Steven. "There's something called

respect, and you don't talk down to people. I never say our staff works for me; they work with us. We are all part of the same team."

The company caters to both part-time and full-time residents. They offer many services for those needing reassurance that their second home is being looked after, or for busy homeowners who need an extra pair of hands when it comes to taking care of their property.

"Our creed became we take care of

people's homes as if they were our home," said Steven. "It started right there. You have to feel comfortable before you give me or anyone else your key and alarm code. It's a trust factor."

"It's a very interesting business," said Steven.

"There is the basic home inspection we do when people are away," said Denise. "We've unfortunately walked into floods and broken refrigerators."

"It's rewarding when you save people's homes," said Steven.

"I've had to make phone calls on the spot to get someone here," said Denise. "Those are the kind of things our clients have come to expect from us, because they know we can get the vendors to their home and take care of the problem in a very timely fashion. We have many young professionals who live here full time and work who also rely on our services. They call us knowing we will take care of it."

"We've met some wonderful people here," said Denise. "Some of our clients have become our best friends," said Steven.

Feeling confident in their transition from New York life to Florida life, and Steven's transition from printing broker to property manager, the couple revels in the time they spend with their family.

Their son, Jason, and his wife Amy who reside in NJ, have two children: son Leo (4 ½ years old) and daughter Mia (2 ½ years old). Their daughter Lauren and her husband John who reside in NC, also have two children: daughter Hannah (3 years old) and 6 month old son Brody.

"There's nothing in this world that means more to me than my wife and my family," said Steven. "Our quality of life is very important to us. Life is a gift."