



Givers Gain: Growing
Business by Giving Back

expcon *Miami*



Annie Pellegrini

Senior Manager
eXtend a Hand



Lisa Parenteau

National AAC Chair,
eXp Luxury Ambassador
Lisa Sells Cape Cod



Claudienne Hibbert

Real Estate Coach
Founder of NAREW
TRU Real Estate Exchange



Jessica Nieto

Broker Associate
Nieto Connect Team



I believe our purpose is to serve others and create impact. Giving back not only uplifts those in need but strengthens our own resilience. Stories connect us, and sharing them can change lives. Through eXtend a Hand, I'm honored to support and provide hope within the eXp community.

Moderator



Annie Pellegrini



For me, giving back is the pathway to growth — in confidence, community building, and advocacy. Through my volunteer service and association leadership, I strive to elevate our profession, create positive change for the communities we serve and lift others as we rise.



Lisa Parenteau



I believe that true leadership in real estate is rooted in giving back. Guided by faith and purpose, I am committed to serving clients with excellence, mentoring professionals, and creating opportunities that empower others to rise. By investing in people and communities, we strengthen the foundation of our industry, expand our collective impact, and build legacies that last for generations.



Claudienne Hibbert-Smith



Through community, we learn to articulate our passions and share our stories. In doing so, we offer others a mirror to their own potential. Connection helps us grow, reflect, and recognize the strength within ourselves and each other. Every voice matters, and every experience has the power to inspire. I'm grateful to be part of a mission that fosters belonging, encourages authenticity, and empowers others to rise within the eXp community and industry!



Jessica Nieto



WHY GIVING BACK MATTERS



WHY GIVING BACK MATTERS

- Strengthens community & industry
- Builds personal and professional growth

GOALS

- Growth
- Confidence
- Credibility
- Referrals





PERSONAL JOURNEYS



PATH OF SERVICE

- Community & association involvement
- Lessons learned
- How it shaped my business

LEADERSHIP JOURNEY

- Volunteer milestones
- Key experiences
- Professional impact





BENEFITS OF VOLUNTEERING

BENEFITS OF VOLUNTEERING

- Confidence
- Credibility
- Referrals
- Personal Growth
- Builds Trust & Reputation
- Expands Your Network Organically
- Differentiates You from Competitors
- Creates Reciprocity & Long-Term Loyalty





GROWING YOUR CONFIDENCE

- Leadership roles = growth by doing
- Building your voice in safe spaces





BECOMING A TRUSTED PARTNER

- Credibility with peers
- Trust with clients
- Respect in the community





BUILDING A REFERRAL NETWORK

- Connections made through service
- Referrals → real opportunities
- Business rooted in relationships





PERSONAL GROWTH

- Leadership skills
- Resilience
- Fulfillment beyond transactions





PRACTICAL PATHWAYS

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Where to Start:

- Local committees
- Nonprofits
- Advocacy groups
- Mentorship programs

Pro Tip: Align service with your
values + passions





BALANCE & STRATEGY

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- Blend service with business
- Say 'yes' intentionally
- Turn volunteering into a growth strategy





QUICK Q&A: STORIES OR
QUESTIONS.



TAKEAWAYS?

expcon
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GET IN TOUCH

Annie Pellegrini
eXtend a Hand, Sr. Operations Manager
extendahandcharity.org





GET IN TOUCH

Lisa Parenteau

Lisa@LisaSellsCapeCod.com

617-797-7990





GET IN TOUCH

Claudienne Hibbert-Smith

IG @ClaudienneHibbert

786-229-6567





GET IN TOUCH

Jessica Nieto

Jessica@JessicaNieto.com

562-714-2176

