



Gente Bien

SAN DIEGO / TIJUANA

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BI-LINGUAL •
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MULTI-CULTURAL

**ROBERT
L. MANI**

LUXEGLOBAL'S
RENAISSANCE MAN



\$3.95 US





LUXEGLOBAL: A WAY OF LIFE

BY: L.A. NELSON

When it comes to luxury and wealth, people refer to both coasts as the epicenters of fine living. However, after speaking with Robert L. Mani, Founder and CEO of LuxeGlobal, Inc., you soon get the feeling that when it comes to business and life, Robert prefers a more global approach.

Robert, originally from New York and his wife, Susan Dunn have built successful careers in their respective fields; Robert as a real estate broker and entrepreneur and Susan as a designer/businesswoman and recognized leader in the spa and travel luxury markets. Their combined expertise, along with a shared affinity for the finer things in life, prompted the creation of LuxeGlobal; the first San Diego based real estate firm to address the property needs of its clients on land, in the air and on the sea. LuxeGlobal's world headquarters is located in Rancho Santa Fe, where Robert and Susan call 'home'. In addition to a successful Los Angeles branch office, LuxeGlobal is establishing satellite offices around the globe.

Robert L. Mani is the picture of a true Global Renaissance Man. He is a California Licensed Real Estate

Broker, National and California Association of Realtors® member and an affiliate member of the Certified Commercial Investment Member (CCIM) Institute of San Diego. Robert also has over 20 years of progressive experience in commercial and investment banking. Prior to moving to Rancho Santa Fe, Robert served as principal and co-founder of Altus Capital Management LLC, a professional trading advisor and asset management firm. He also served as Manager of Societe Generale Securities Corp. and Associate Director for Bank of New York Securities, Inc., and he holds a license as a Commodity Trading Advisor. In addition, Robert has a passion for both jets (LuxeGlobal has its own in-house Aviation Consultant) and yachts. Robert is an accomplished guitarist and songwriter, an animal lover and advocate, with an interest in fine food and wines!

For her part, Susan Dunn is no stranger to success. A graduate of Stanford University with a degree in Economics, she has twenty years experience as the Designer and CEO of Susan Dunn, Inc. She is known as America's most sophisticated and successful designer for Spa Wear™ and Spa Accessories. Susan's Collection can

be found at the world's finest stores, luxurious resorts and private homes. Despite a demanding schedule, Susan swims more than a mile a day. She too is passionate about fine food and wines.

Robert and Susan live at the Villa Solace; a spa-inspired estate in Rancho Santa Fe, California. Their home includes a breathtaking 50 foot vanishing-edge pool and waterfalls - both designed by Susan. They exemplify her personal belief that the act of caring for one's mind and body is essential in our hectic world. Their wonderful cats, Lili and Codi, give special meaning to Robert's and Susan's lives.

It is this global perspective on business and life that was the key to Robert and Susan's early successes. Similarly, LuxeGlobal's business model is comparable to the finest international private banking divisions of commercial banks and trust companies. Robert believes that no other real estate firm can offer as many options and deliver such an optimum client experience. Here in Southern California and the Baja area, residents own bicoastal and international properties and have needs that a typical firm could never address. Robert was quick to recognize this shift in the marketplace - from a local to a global reach - and is using



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his global resources to bring choices to each client that were previously unheard of. According to DTZ Research, "The amount of capital moving around the globe to buy property more than tripled from 2003 to 2007, from \$208 billion to \$725 billion. In the U.S., international sales accounted for \$2.6 billion in commissions for realtors in 2008."

Being on the cutting edge of business and a part of LuxeGlobal's V.I.P. approach is one exciting element of doing business with Robert and the LuxeGlobal team. They work hard to provide additional V.I.P. services, such as a LuxeGlobal Club membership that provides clients with access to exclusive amenities, private concierge services and luxury ambassadors around the world. These multi-lingual agents are highly educated and experienced in fields such as design, law and psychology, and therefore, can

assist clients in a multitude of international needs and services. This level of boutique service and concierge handling is the reason LuxeGlobal continues to grow by referral-based clients. "Ask and It is Given" is our policy to our clients," Robert tells Gente Bien, who is particularly proud of his clients turned great friends.

As Rancho Santa Fe residents, Robert and Susan have immersed themselves in its lifestyle, but they feel strongly about giving back. Since their arrival in 2002, they have contributed to various local charities, most significantly to "The Country Friends" of Rancho Santa Fe, a charitable organization supporting human care agencies. As they continue to gain the respect of friends, clients and industry professionals for the caliber of their personal and professional interactions, both Robert and Susan look forward to meeting new, like-minded friends and business associates. 🍷

ROBERT L. MANI



Hair by Samantha Brown at
Salon Salon International