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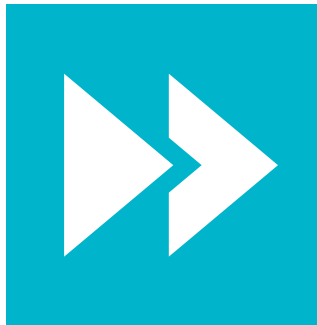






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TABLE OF CONTENTS

| | | |
|---|---|---|
|  09 Meet The <i>Capital Region Real Producers Team</i> |  14 Publisher's Note |  19 Coach's Corner: Meaning- Making Machine |
|  22 Partner Spotlight: Elizabeth A. Byrne LLC |  28 On the Rise: Emily Dessingue |  34 Featured Real Producer: Kerry A. Loiselle |



If you are interested in contributing or nominating REALTORS® for certain stories, please email us at mike.baker@realproducersmag.com.

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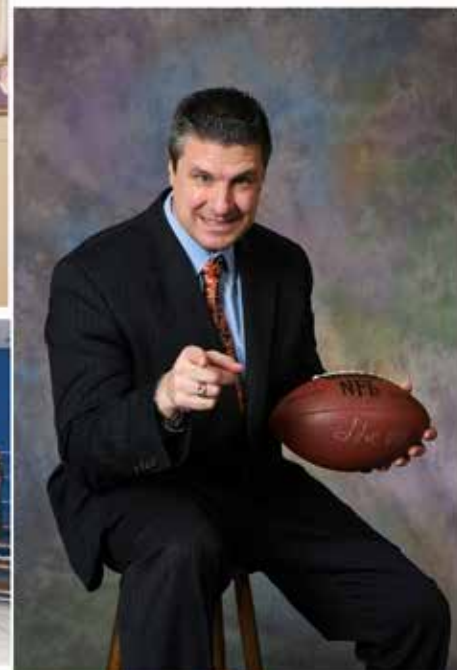
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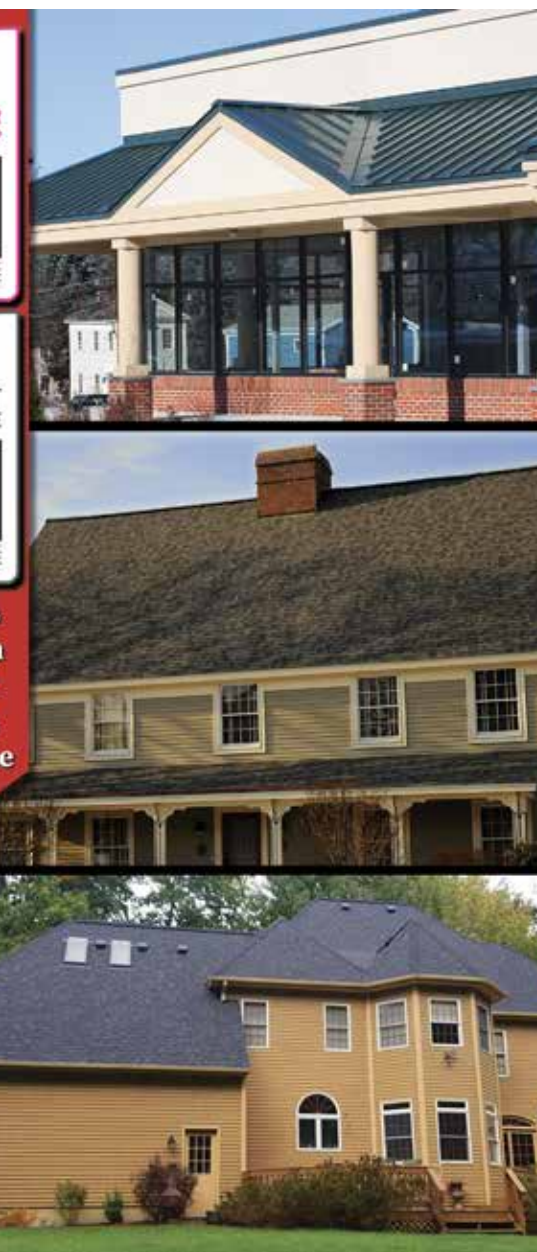
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Kids are returning to school, the leaves are turning, the weather is getting cooler, and the harvest season is finally here.

With the fall time comes our next *Capital Region Real Producers* VIP Party. We're excited to bring together the best in the local real estate community to celebrate excellence and support their peers.

Our next big event is Oct. 12 from 4 to 7 p.m. at Revolution Hall in Troy, NY!

We will be celebrating the REALTORS® we've featured on the cover of the last six months and spend an evening hanging out with the most professional real estate agents and vendors in the market.

If you haven't been to one of our FREE VIP parties yet, you definitely need to check it out.

These events are invite-only for the top 300 REALTORS® and our preferred advertising partners, so you know everyone in attendance is the best at what they do.

As a recipient of *Capital Region Real Producers*, you are officially invited to this event, and we look forward to seeing you there.

If you have any questions, please feel free to reach out to me directly.

Thanks again for everything,

I appreciate you,

MIKE BAKER

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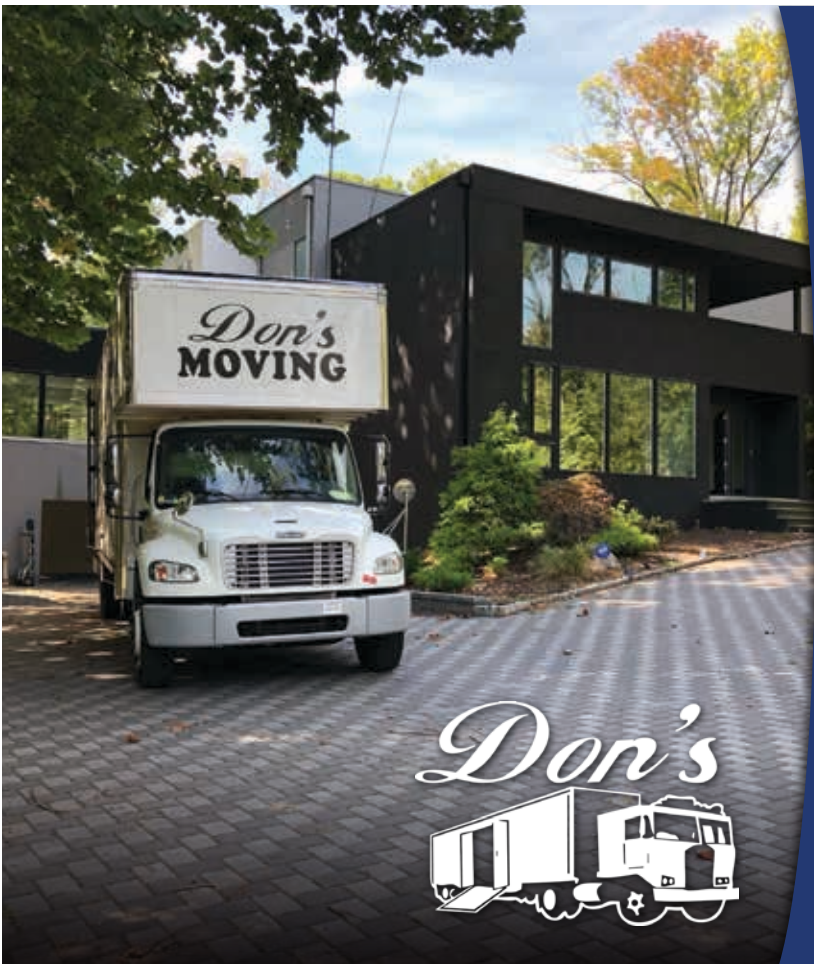
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The Law Offices of Elizabeth A. Byrne LLC is an established general practice law firm in Upstate New York. With over 20 years of legal experience, the Firm has an established reputation as one of the leading real estate firms not only in Saratoga Springs but in the Greater Capital District as well. The Firm's primary practice areas include residential and commercial real estate, title insurance, and business law. Elizabeth represents a wide range of clients, including buyers, sellers, lenders, and businesses throughout the region. The Firm is dedicated to pairing quality legal services with individual client attention to assist clients in achieving their goals.

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THE MEANING-MAKING MACHINE

Ever notice that in your mind, you are always voting on what's happening in life? *I like this, I don't like that, this is good, that's bad, she's wrong, she's right, that shouldn't have happened, I'm glad that happened, blah, blah, blah.* It goes on and on and on. Our brains are never-ending opinion spewers. I once heard a coach say that humans are meaning-making machines.

When I saw the truth of that, it had a significant impact on me. I became aware of all the meaning I was adding and that any upset or suffering I was experiencing was self-induced. Recognizing this seemed to allow me to choose. I could believe my thoughts and opinions, or I could get curious about the situation and perhaps see something new. This ability to choose was very helpful for many years. Unbeknownst to me, it was still very limiting.

At some point, it occurred to me that the "machine" part of the phrase was the most significant part. What if "I" am not making meaning; instead, my "machine brain" is? In the same way that my machine brain is beating my heart, breathing and performing trillions of other bodily functions, it is making meaning. I am not doing that. My machine brain makes meaning and forms opinions and preferences all on its own. I am not my brain. I am not my thoughts, opinions and feelings.

What if I am the awareness those things are showing up in, like a screen to a movie?

This realization opened up endless possibilities. It took the "personal" out of the thinking. It's not "my" thinking. I am not thinking; thoughts are showing up and, based on my conditioning, they *seem* important and relevant.

The innocence of it all became clear. I was no longer bound by my thinking. It became evident that it was just a machine brain doing its thing.

Imagine truly seeing how insignificant and irrelevant most of your thinking is. It's merely the noise the machine is producing. What would you be free to do without the noise distracting you? What would be possible in that quiet state of being?

Some people meditate for years in hopes of attaining that state. You don't have to do that. When you understand the machine for what it is and see clearly that you are not the machine, you are not limited by it. You are free.



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partner spotlight
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An Old
New Home

**ELIZABETH A.
BYRNE LLC**

For many years, Elizabeth A. Byrne LLC was a legal practice located in a small office in downtown Saratoga. While the company continues to provide excellent legal service as they have for the last two decades, they have recently undergone some exciting changes, including a new and particular location.

“Wonderful and exciting changes,” according to owner Elizabeth Byrne.

While still in the heart of Saratoga Springs, the practice has moved into a beautiful new building with great significance to Elizabeth and her family.

“It was my parents’ first home,” she explained, “then it became my dad’s dental office, which I would go to every day after school.”

Elizabeth spoke about spending time in the office with her siblings, especially her little sister, until it was time to go home.

“Then my brother joined his practice, so they moved offices, and it was vacant for about 10 years,” she said.

Although the office was vacant, it was still owned by the family in the hopes that someday it would be re-opened.

That day came in January of 2020, the beginning of a project to bring the aged building back to life. After sitting vacant for over a decade and experiencing a flood, there was a lot to fix. So Elizabeth attacked the project head-on, from replacing outdated systems to renovating the building inside and out.

Despite the significant work that had to be done, Elizabeth did her best to restore it to its original appearance.

“Even though it’s all new woodwork, it looks exactly the same as it did,” she shared.



The Elizabeth A. Byrne LLC team

Such an undertaking couldn’t be achieved by one person alone. Fortunately for Elizabeth, she had plenty of help and support.

Elizabeth’s mom, Sharon Byrne, acted as a general contractor and helped with design in between her real estate dealings. Outside of her family, Elizabeth had her incredible team, Lindsey Mendoza and Noelle Tracy, to help her with the move.

“They were literally on their hands and knees cleaning to get it done, supporting me,” Elizabeth shared.

But most important to Elizabeth was her father’s support throughout the process. Her dad was her biggest cheerleader for most of her life, encouraging her to follow in his footsteps and open her own business.

...



Elizabeth with her sister, Allyson, and mother, Sharon



Elizabeth's mother, Sharon, and her late father, Jim

For years, she had been reluctant “because it’s hard to run your own business; it’s tough. There’s the accounting, the bookkeeping, the human resources. It just sort of falls on one person.”

But her dad never stopped pushing her, making it clear that he had complete faith in her abilities.

“For years, he kept saying, ‘You can do this. I know you can.’”

And he was right. Elizabeth’s father saw Elizabeth A. Byrne LLC open its doors, the same as his old office, before passing away.

“He got to see it,” she said, talking about walking in the office daily and thinking of whose it used to be.

“For my whole family and me — all my brothers and sisters — we were so happy that we could keep it in the family.”

Aside from the emotional connection, the new space also has practical advantages, from more parking and a shorter commute to finally having the space to grow her team. The additional capacity of the property has also allowed Elizabeth to open a new entity, Congress Park Title Services.

With both entities now open, Elizabeth can fully utilize her skills with a smooth operating system to back her expertise. When asked about her future plans, she spoke about continuing growth for Congress Park Title and carrying on her assistance in helping people with their real estate dealings.

Elizabeth and her family are happily looking forward. Her mom continues to thrive with her real estate business and enacts her daughter’s help when needed. In addition, all five of her siblings work hard in their chosen fields, including her brother, who took over his father’s orthodontic practice.

Elizabeth’s two older sons are beginning to help around the office with plans to go into business together eventually.

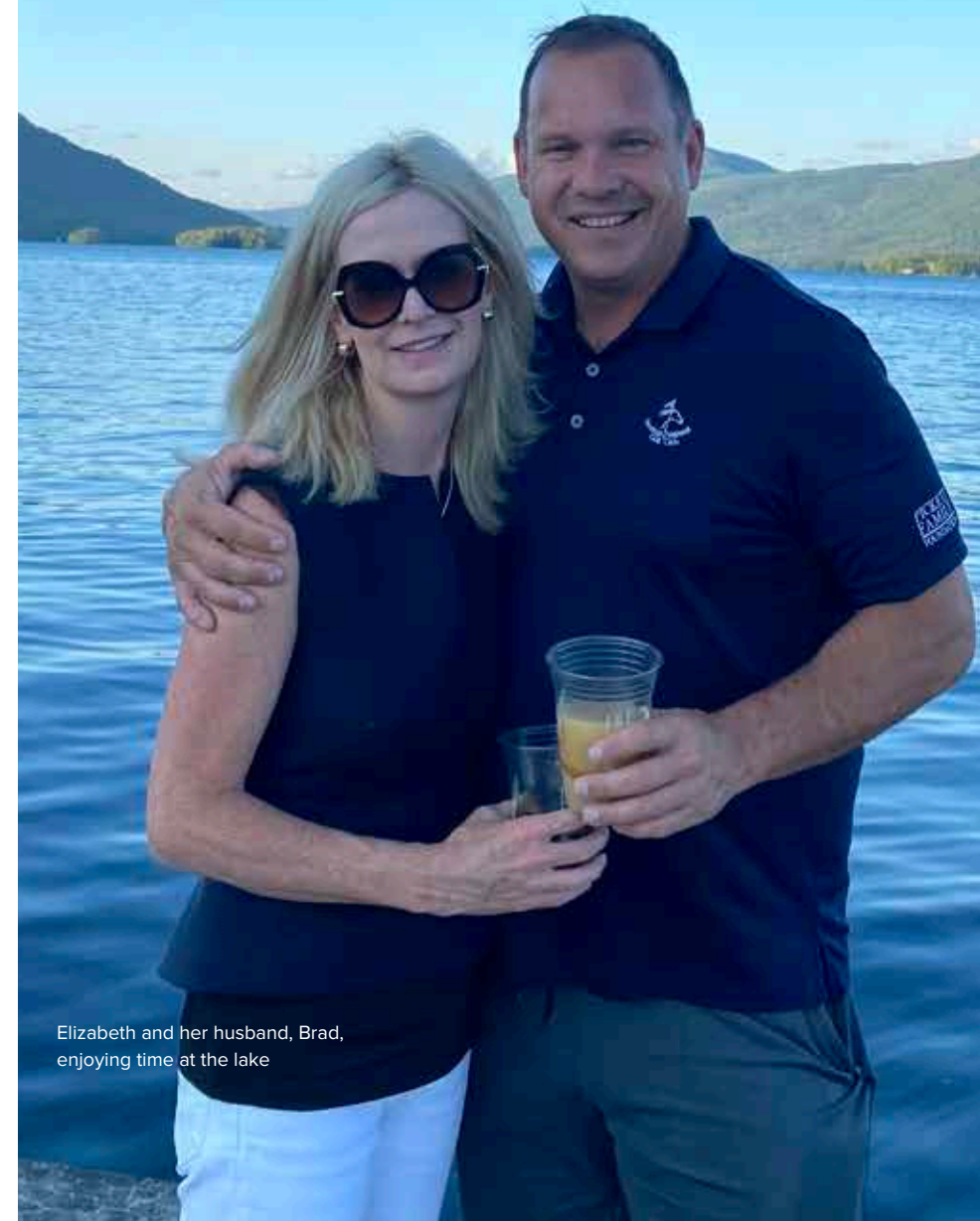
“I’m very happy,” Elizabeth said, “so I can’t complain.”

Elizabeth has forged her path while keeping her family’s values and memories alive in a thriving business. Amidst the hardship of losing her father and the growing pains of an ever-expanding business, she has found fulfillment, success and peace. Now, her family and close-knit team are ready to serve clients in bigger and better ways than ever before.

“

For my whole family and me — all my brothers and sisters — we were so happy that we could keep it in the family.

”



Elizabeth and her husband, Brad, enjoying time at the lake

Michael Gallitelli
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EMILY DESSINGUE

BERKSHIRE HATHAWAY BLAKE



THE SKY'S THE LIMIT

By Emily Williams • Photos by Michael Gallitelli, Metroland Photo

Emily Dessingue, a REALTOR® with Berkshire Hathaway, spent the early part of her career helping others grow their businesses. Now she's using everything she's learned to fuel her growth as a REALTOR® on the rise.

Previously in a business development role at a nonprofit, Emily switched to real estate after research and reflection.

"Selling residential real estate was always something I had considered as a career before, and many of my friends and family told me that they thought I'd be a good fit for the job," she explained. "So I decided to investigate what selling residential real estate involved and felt it was just what I was looking for."

She started real estate part time while working full time in another career but soon realized she was ready to jump in with both feet. So, when the pandemic hit, she decided to quit her full-time role.

"I took away a safety net and knew it was all or nothing," she shared.

What excited her was the notion of creating her path and the unlimited potential real estate offered. While some people may fear leaving behind a steady paycheck, Emily thrives on that type of challenge.

"I know that if I work hard every day and give it 100%, I will get it back in return. I love that."

Almost three years in, her hard work is paying off. She has won several awards, including the Rising Star and Leading Edge Awards. In addition, she was among the top 50 finalists for *Realtor Magazine's* 30 under 30 list and the only finalist from New York.

A proponent of positive thinking, Emily believes that attitude is a huge driver of success. She describes the role of a REALTOR® as "the ultimate, optimistic problem solver."



"There's always something that comes up in the world of real estate. The market over these last two years has not been easy, more specifically for our buyers, which is why they need that positive influence," she stated. "This is a reason why they hired us, to help guide them and solve problems."

She's also intentional about surrounding herself with positive and successful people, including her mentor and broker, Karen Westman.

"She's the energy I love to be around," Emily remarked. "She's somebody I admire for multiple reasons, but one is that she encourages you to ask questions."

...



1



2



3



5



4

- 1. Enjoying a well-earned vacation
- 2. Emily's dogs, Chewy and Chubz
- 3. Enjoying concerts and social events
- 4. Hiking and enjoying the outdoors
- 5. Volunteering with youth

Asking plenty of questions is something that Emily advocates for all new agents.

"Be a sponge," she urged. "That's the only way you're going to learn."

One of Emily's favorite parts of the job is building long-lasting relationships with her clients. To remain in their lives after the sale — whether through book exchanges or meeting their children — it is something she cherishes.

"We are a part of important times in people's lives, and I think that's rewarding and enjoyable."

While she left behind the nonprofit sector, Emily still loves to help the community through her volunteer work.

Emily is currently a mentor for the Sponsor-A-Scholar program, where she works with youths to explore their career goals, something she wishes had been available to her growing up.

She's also a volunteer at Mohawk Hudson Humane Society, which fulfills another passion: Helping animals.

"If I could give every animal a good home as I do for people, I would just be ecstatic," Emily shared.



She has two "fur babies" — Chewy, a one-eyed French Bulldog, and Chubz, an English Bulldog, whose shape she describes as reminiscent of a baked potato.

"Some people go on hikes with their dogs. They can't do that, but they're good at sunbathing and eating donuts," she said with a laugh.

In her free time, Emily enjoys exploring the nature trails of the region, sans Chewy and Chubz, as well as kayaking, traveling, reading and seeing Broadway shows.

Helping others, whether two or four-legged, is a throughline in Emily's life, so it's no surprise to learn that her vision of the future involves the same. She would also love to be licensed in multiple states and assist other agents in growing their businesses.

"If you're constantly thinking about how you can help other people, it naturally comes back to you as good karma," she said.

"If I can change people's perception into a positive direction, if I can inspire them to go after that thing, or at least encourage them to at least look more into it or believe in themselves, whatever it is, that's all I try to do for people."

The sky is the limit for Emily, and she hopes the same for those she helps.

“IF I COULD GIVE EVERY ANIMAL A GOOD HOME AS I DO FOR PEOPLE, I WOULD JUST BE ECSTATIC.”





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Kerry LOISELLE

ROOTS AND ROSES

By Megan Taylor-DiCenzo
Photos by Martyn Gallina-Jones, Gallina-Jones Photography

Kerry Loiselle is a grandmother of five and a mom of four. She has three German Shepherds and specializes in two important words: New construction. All of this gives Kerry one beautiful life of which to be proud. She's met her goals through 16 years in a career that fuels her.

Before becoming a REALTOR®, Kerry worked in customer service for Blue Cross Blue Shield.

“Having worked in a sensitive environment with people's private health information, you learn how to go about things with compassion,” Kerry shared. “You learn how to understand people's feelings. I put that same practice into real estate to create a connection with my clients. I listen more than I talk.”

When the company had a significant layoff, she embraced the opportunity to return to college, earn her business degree and get her real estate license.

“It's been fun ever since,” Kerry said. “I became interested in real estate when I bought my first home in 2001. The REALTOR® I worked with was amazing and thorough. He shared a lot of information, and it piqued my interest.”

In 2006, Kerry officially began her real estate career, specializing in new construction.

...

STERLING HOMES INC.



“I’ve always enjoyed watching homes come up from the ground. You have to understand what it means to have framing done, what flooring they’re using, how tall things can and can’t be — the ins and outs of a home,” Kerry explained. “When you’re selling new construction, you have the pleasure of showing people what’s on their walls. It’s a lot of fun.”

Kerry prioritizes staying informed of new information in her field.

“I like to learn something new every day,” she shared. “It makes you a better person and gives you a better feel for what’s happening. I follow the trends and ensure I’m on top of what’s next. It’s something I enjoy.”

Kerry can take the knowledge she’s absorbed and share that in training new agents at her office.

“To be a good trainer, I have to be educated,” she explained. “I don’t want to pass on bad information.”

Kerry’s passion for knowledge is fundamental in today’s rapidly changing real estate market.

“The challenges with new construction are the constantly increasing prices, supply chain demand and the labor shortage,” she stated. “In the last two years, there have been so many homes put under contract that the builders are behind. As a result, new construction comes with a unique set of challenges.”



“
DON’T
DISCRIMINATE.
BE MINDFUL OF
YOUR WORDS.
MOVE
FORWARD
WITH A
SENSE OF
KNOWLEDGE,
COMPASSION
& RESPECT.

”



In addition to these recent specific challenges, there are other obstacles to this type of real estate.

“Getting clients to the table is a challenge,” Kerry shared. “It’s a big step and a huge investment, especially for folks building their first home. I like to focus on the excitement of choosing your dream house: your colors, your style, your fixtures. I try to make it more fun for people who are nervous.”

However, along with knowledge and fun, Kerry always insists on empathetic and ethical business practices.

“Don’t discriminate. Be mindful of your words. Move forward with a sense of knowledge, compassion and respect,” she stressed.

These strategies and beliefs have led to Kerry’s success, along with countless awards, including Certificates of Excellence with the Women’s Council of REALTOR®, Chairman’s Club for top new construction sales and top overall sales in her office, CSP designation through the National Association of Home Builders, and New Home Builders Training and Sales Retreats.

“IT DOESN'T
FEEL LIKE
I'M DOING
A JOB.”



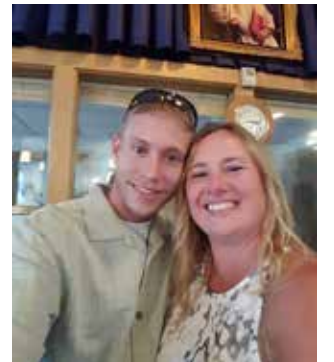
“My sisters — also my best friends.”



Riding adventure in the woods with friends



“My favorite people, my grandchildren!”



Kerry and Todd

“It doesn’t feel like I’m doing a job,” Kerry shared. “It feels like I’m helping someone to put down roots for their family.”

As for her roots, Kerry has planted the seeds of success, and now, she’s watching them bloom.

“I see myself doing new construction and selling homes in the future. However, I would like to create a team of agents underneath me whom I can mentor and grow. Maybe someday I could run a second office for Sterling Homes,” Kerry shared. “Personally, I want to travel and enjoy my kids and grandkids. I have a bucket list of things to see and do.”

Kerry learned to cultivate her garden of goals from her grandparents.

“My grandparents lived in Watervliet. They had neighborhood

garden awards when I was a child,” she remembered. “And my grandmother had a tremendous rose garden. She always won 1st or 2nd place. My grandpa also had a huge vegetable garden. So a connection with them led me to want a garden for myself. I don’t have a beautiful rose garden as my grandmother did, but I have lots of little planters, and I grow some vegetables too.”

When she’s not gardening, Kerry gives back to Toys for Tots, The Mohawk Hudson Humane Society and the Capital Region food pantry. She also loves to travel, often bringing friends and family with her.

“Recently, I took my family on a cruise to the Bahamas for a few days,” Kerry shared. “It was a big, fun trip.”

In the future, Kerry’s goal is to visit all 52 states and several new

countries. She’s grateful to share new adventures with her boyfriend of thirteen years, Todd.

“It takes a special person to be a part of a busy Realtor’s life,” Kerry shared. “Todd is my main supporter in all of life’s adventures, my travel partner, sounding board, and best friend. His love of our fur kids, human kids, and grandkids is bare none. He is always there to cover for me at home when work takes me away. Without his love and support, this life would be very different.”

In the end, Kerry may not have a rose garden as grand as her grandmother’s, but she has a beautiful bouquet of five grandchildren, four children, three dogs, a world of accomplishments in new construction and one amazing life.



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Member of the Month



Jacquelyn Torres
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"I originally joined the Women's Council of Realtors in 2017 when it was offered to me through the brokerage I worked with at the time. I have been a member of the Women's Council of Realtors ever since because the people I had the pleasure of meeting at WCR events are amazing! Being part of the WCR provides a great environment for networking and training, all while having a great time! I was privileged to serve on both the WCR board and the events committee. If you aren't a WCR member yet, you should definitely join. You won't regret it!"

Here's what we've been up to... Don't miss the next one!

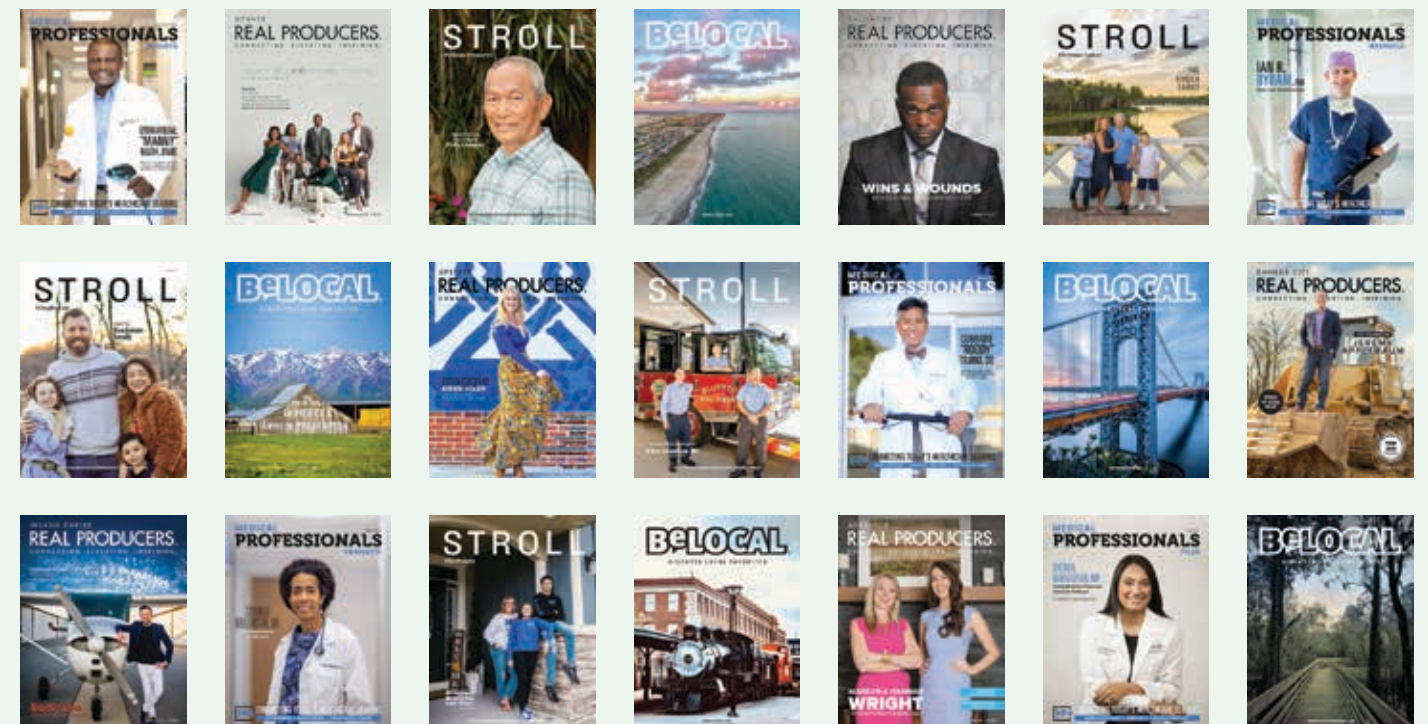
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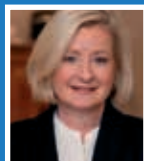


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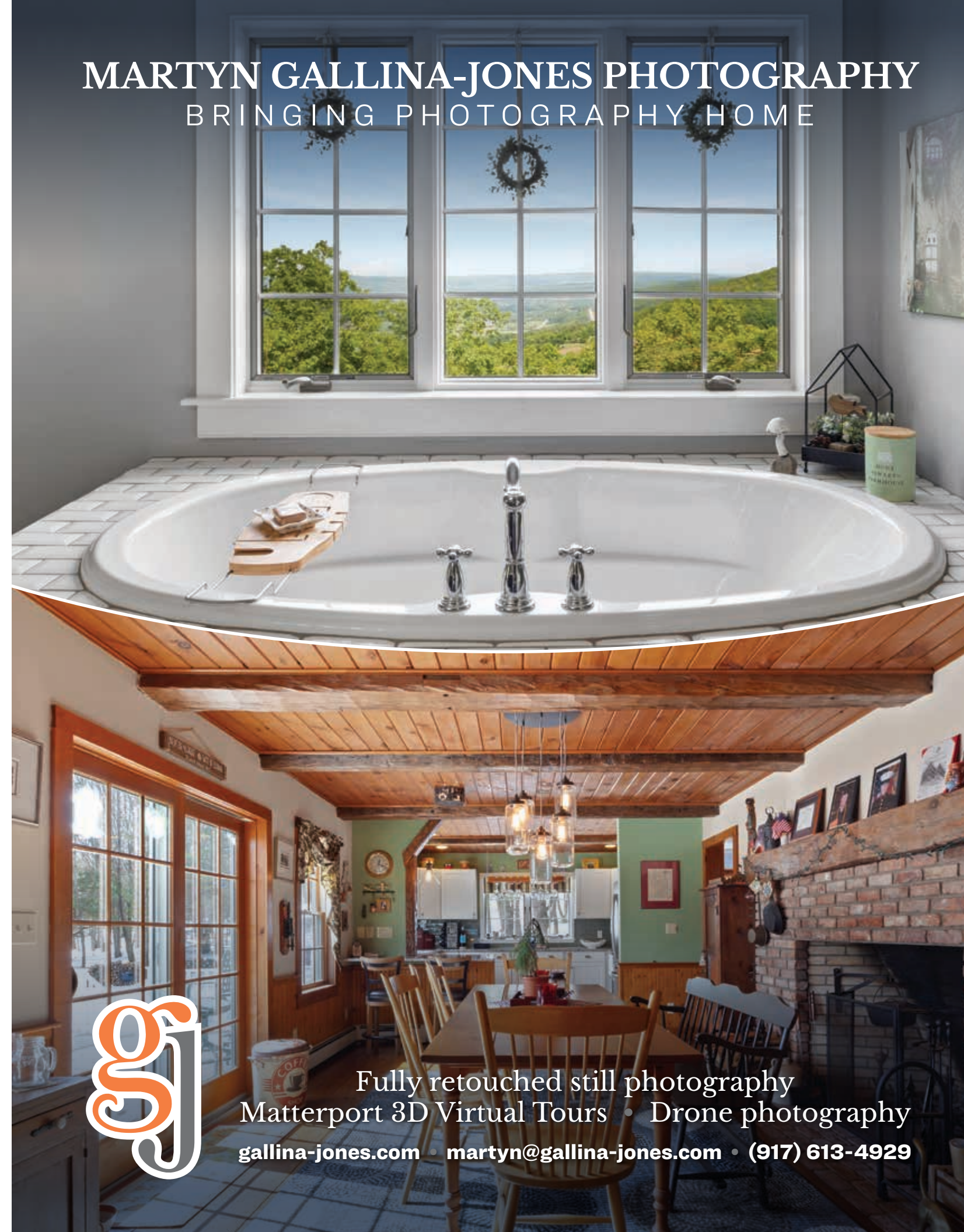
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