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A man with dark hair, wearing a grey suit jacket over a white button-down shirt, stands with his arms crossed. He is positioned in front of a large window with white frames, and a wooden staircase railing is visible to his left. The background is a bright, modern interior.

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DECEMBER 2023



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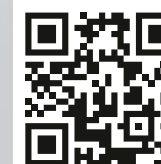
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'Tis the Season of Joy, Giving, & Connection

Dear Real Producers of Long Island,

The holidays are upon us, and as the world sparkles with festive lights, it's a time to cherish family, friends, and meaningful connections. It's also a season of giving, a magical time when we come together to share our gratitude and appreciation.

The holidays offer the perfect backdrop for strategic gifting, an opportunity to reflect on our client appreciation efforts. As the year comes to a close, it's a great moment to review your client-gifting strategies. Are you continuing with what's been working, or is it time to shake things up and explore fresh options?

For creative inspiration, consider checking out cutting-edge closing gifts at www.strategicgifting.com. They offer innovative branding and client gifting ideas that can help you stand out and deepen your client relationships.

Living in joy is not just reserved for the holiday season; it's a mindset that we can carry with us throughout the year. Let's remember to infuse joy into our daily lives! Whether it's through acts of kindness, finding joy in the small moments, or sharing a laugh, we can create a life filled with satisfaction and meaning.

We're looking forward to seeing ALL of you at our *Long Island Real Producers'* Launch Party on February 8th. Keep an eye on your inbox for an exclusive invitation; we can't wait to create more cherished memories together!

Happy holidays to you and yours!

With gratitude,



Kristin Brindley

Owner/Publisher

Long Island Real Producers

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KRISTIN BRINDLEY
ENTREPRENEUR, CONNECTOR, PUBLISHER

FOOD FOR THOUGHT

What new and creative client appreciation ideas could you explore to strengthen your connections in the coming year?

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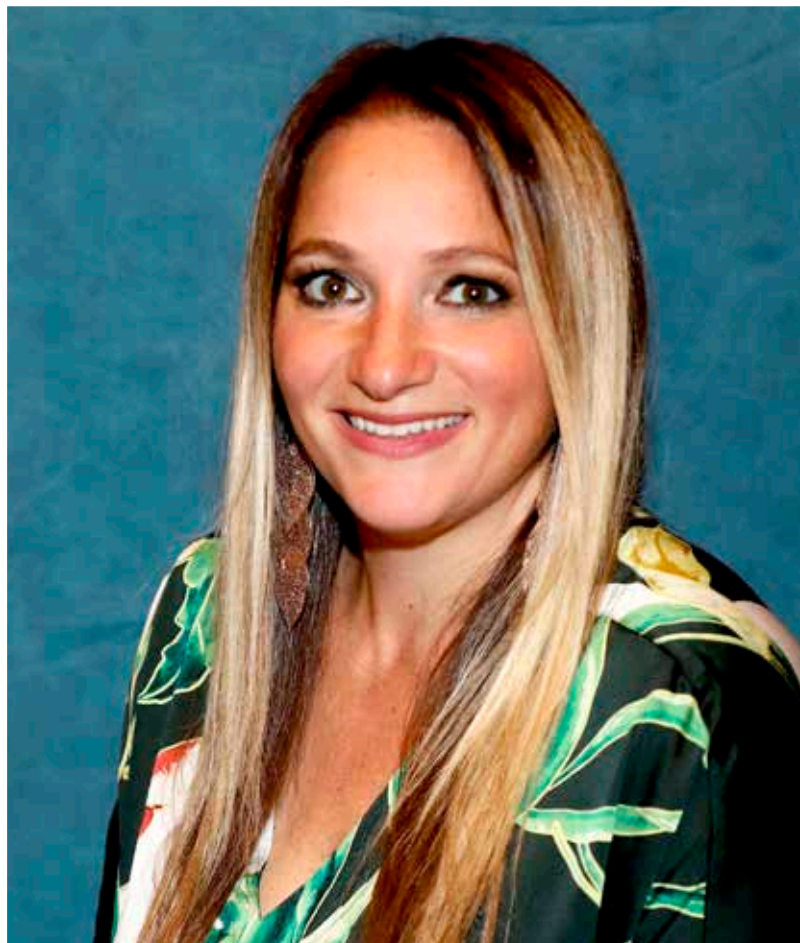
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PATRICIA STEIN-OLIVA

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Patricia Stein-Oliva serves as the incoming President of the Women's Council of REALTORS® Long Island, the local chapter of a national network of women real estate agents. The network holds continuing education courses, charity events, and networking events, and allows members to create a profile connecting them to the national network. Patricia's mission for 2024 is to double the Council's membership by creating greater awareness of the network within the real estate community.



President of Liberty National Title Agency, Patricia instructs continuing education courses about title insurance across the state. Her mission is to raise awareness in the industry on title issues that could be avoided. Patricia's is one of the very few title companies that deals directly with the consumer selling a home or receiving an accepted offer. The service she provides gives the consumer the reassurance and confidence they are often not receiving today in the real estate transaction. Her consumer-direct approach has helped her take the company to a national level.

When Patricia is not selling title insurance, she enjoys spending time with her two children and staying active. She states that running is what helps her manage her business and household, and has completed a number of marathons.





► rising star

Photos by Chris at Dynamic Media Solutions

JARED SARNEY

One Deal at a Time

Amid the hustle and bustle of the real estate industry, Jared Sarney, a licensed sales associate and owner at SRG Residential LLC, is dedicated to providing impeccable service to his clients in Nassau and Suffolk counties. Entering the industry just over three years ago, Jared has quickly become a beacon of trust and reliability.

“I just always loved real estate,” he explains. “Both of my parents were teachers, and I wanted something different.”

EARLY LIFE

Jared’s story starts with a unique blend of business expertise and a deep love for the real estate world. Jared’s upbringing, in his hometown of Plainview, provided him with the foundation he needed to excel in the industry.

As he revealed, “I’ve always been involved in business.” His educational background in sales marketing and management, coupled with his experiences in business, primed him for success.

ENTRY INTO REAL ESTATE

Jared made the leap from travel to real estate when he ventured into the building side of things. Renovating his own property and managing contractors sparked his interest in the field.

“I bought my childhood house from my parents when my wife and I were getting ready to start our family. We knew we wanted to do an extensive renovation and addition. I hired a contractor, and things were just not getting done. So midway through, I took it over and basically did the whole thing,” Jared explains.



This hands-on approach ignited his passion for real estate and he has never looked back.

Jared’s sales performance has been nothing short of remarkable since he went full-time as a REALTOR® in 2020. He started by buying and selling his own properties, but it wasn’t long before friends and clients began seeking his expertise.

As Jared puts it, “I’ve had my license for four or five years, but I’ve really only been active in selling other people’s houses for two and a half, three years.”

His track record certainly speaks for itself: Jared closed \$25.4 million in 2022 and is on track to more than double that figure by year’s end.

STRATEGIES FOR SUCCESS

What sets Jared apart from the rest? It’s his hands-on approach and relentless commitment to his clients. Jared believes in being personally involved at every point in the sales process and always goes the extra mile to ensure clients feel confident and informed.

“I don’t list the house and have team members show that house. I always have to be the one to do the walkthrough of the house. In my opinion, this is an essential component in being successful, as someone is putting their trust in me to sell their home, so I am who they are going to get.”

OUTSIDE THE OFFICE

Jared’s big family includes his wife, three young children, ages 6, 4 and 1, and even some furry friends. Jared’s dedication to his family mirrors his commitment to his clients, and his charitable endeavors reflect his giving spirit.

Beyond the world of real estate, Jared enjoys hitting the golf course when he can find a moment of respite. However, his passion for real estate and helping his clients often keeps him busy, showcasing his dedication.

“If I hit the lottery, I don’t think I’d do anything differently... maybe play a little more golf,” he says with a laugh.



Rising star Jared Sarney is a licensed sales associate and owner at SRG Residential LLC.

Looking ahead, Jared’s focus remains clear: to continue growing and being the best at what he does. His unique ability to bridge the gap between construction and real estate has proven invaluable to his clients. He aims to help more people navigate the real estate market, making informed decisions along the way.

For those aspiring to follow in his footsteps, Jared has a valuable piece of advice: focus on exceeding personal and professional expectations.

“I always want to do the best I can for myself and my family,” Jared asserts. “It’s rare that people can say they truly love what they do, but I am happy to say I am one of the people who does, in fact, love what they do.”



SHAHZAD QURESHI

►► cover story

Photos by Chris at
Dynamic Media Solutions

SHAPING
TOMORROW'S
SUCCESS

“IF IT CAN BE DONE TODAY, DON'T WAIT UNTIL TOMORROW.”

Shahzad Qureshi is not only an expert real estate agent — he's a builder, investor, and the broker/owner of Pinnacle Real Estate Consulting, Inc. Born in Queens in 1986, he hails from humble beginnings and has faced his fair share of challenges. However, through hard work and a deep commitment to his dreams, Shahzad has carved a niche for himself in the real estate world that's all his own.

“Immersing myself in adversity has allowed me to acquire knowledge and make progress that would have taken a lifetime if I had taken a less proactive approach,” he explains.

Shahzad's life began in Queens, but it was in Long Island, where he moved in 1991, that he began to lay the foundation of his future success. From a young age, he understood the value of hard work and the importance of perseverance. He financed most of his college education through his own efforts, all while working tirelessly to shape his destiny. Graduating from Hofstra University with a degree in accounting, he initially had aspirations of becoming a lawyer, but the economic recession led him to a different path — residential real estate.

“It took years, but finally those efforts started to pay off,” Shahzad affirms. “I noticed that my experience as a builder naturally carved out a niche as a buyer's agent helping buyers evaluate the mechanical/structural aspects of a home, budget for renovations, and navigate an overall tough market over the last several years.”

GETTING STARTED

Shahzad's entry into the world of real estate wasn't a straightforward one. After a disappointing tax internship at



**LEARN YOUR CRAFT!
LEARN HOW A HOUSE
WORKS FROM TOP TO
BOTTOM.”**



PricewaterhouseCoopers, Shahzad briefly considered going to law school before going all-in on real estate. His first project was a renovation and expansion project in Hicksville, New York. The initial acquisition took almost a year and a half to close due to the fact that it was a bank short sale. Together with his father, they learned the ropes of residential construction with very limited prior experience. The project was immensely successful, but with personal funds to only do one project at a time, Shahzad turned to outside investors.

Over the course of several years, Shahzad built dozens of homes, gaining valuable experience from each project. Initially, Shahzad was known almost exclusively as a builder and investor. He struggled to gain traction as a REALTOR® because prospective clients either didn't know he was an active Realtor or he was too busy to be a committed agent. A turning point

for Shahzad was sharing his daily adventures via Instagram's new "Story" feature and simultaneously launching a YouTube vlog with more in-depth content. Through methodical content creation and organic engagement, Shahzad built a loyal and local following which began translating into sales. Slowly but surely, Shahzad transformed himself into a sought-after real estate professional, uniquely positioned with his hands-on building experience.

"Through social media, I have been able to establish myself as an independent broker," Shahzad notes with great enthusiasm. "In an era of billion-dollar agencies, I am thriving."

Shahzad's sales performance speaks to his expertise. Over the years, his sales volume has steadily increased. In the last year alone, he closed transactions worth \$25 million, and he is projected to surpass \$40 million by year-end. His ability to bridge the gap

between construction and real estate sales has been invaluable to both his buyers and sellers. "There isn't a structural aspect, a plumbing fitting, an electrical component or HVAC system that I can't name, explain and price. That's my competitive advantage," he says.

Shahzad has represented many spec builders, advising them throughout the construction process to maximize efficiency and profitability. His buyers also benefit from his experience during a home search. Together, he and his buyers are able to dig beneath the surface at a first showing and budget for renovations on the spot. This has helped Shahzad close over 50 buyers since 2020 in the fastest-moving market in Long Island history.

OUTSIDE THE OFFICE

When he's not busy with work, Shahzad is a proud family man with a deep appreciation for his parents'

sacrifices. "My parents gave up so much to give us an opportunity to thrive in this country," Shahzad affirms. "I am proud to say I learned the value of hard work and good ethics from my parents."

Shahzad is married to his college sweetheart, Ami. They met on campus at Hofstra University in 2008 and married in 2013. "She believed in me when I had nothing. One evening late in 2009, in our \$1,000-a-month studio apartment, I closed my LSAT review course book and said, 'I'm done.'" Together, the couple has survived many ups and downs pursuing their entrepreneurial ambitions.

Shahzad is also heavily involved in giving back, working with local and overseas charities to provide essential resources, such as meals, clothing, and infrastructure, to those in need. "Nothing hurts me more than to see the video of a starving child," Shahzad says. "We have so much to be thankful for."

Shahzad's passion for personal growth extends beyond his professional life. As a health enthusiast and a self-improvement junkie, he's committed to staying active, traveling whenever possible, cooking up a storm in the kitchen, and even recently started training in MMA with a former professional UFC trainer."

LOOKING AHEAD

Shahzad's future is filled with ambitious goals. He aims to continue establishing himself as a top-producing independent broker on Long Island and hopes to break into the Hamptons market, where his expertise as a builder can shine. His long-term vision includes staying healthy, spending quality time with his family, and traveling to 100 countries. "The more I travel the more I realize how filled the world is with beautiful people, experiences and perhaps my favorite part — THE FOOD!"



Shahzad also has some valuable advice to offer up-and-coming top producers in the real estate industry.

"Take your time! Every client is making a life-changing decision. When your goal is to 'make a sale,' buyers and sellers can tell," he says. "Learn your craft! Immerse yourself in every step of the sales process, every step of the mortgage process, and learn how a house works from top to bottom."



Top producer Shahzad Qureshi is the broker/owner of Pinnacle Real Estate Consulting, Inc.

TOP 100 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Oct. 31, 2023

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TOP 100 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Oct. 31, 2023

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