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Associate Publisher



**Ellen Buchanan**  
Editor



**Wendy Ross**  
Operations Manager



**Lexy Broussard**  
Sales Manager



**Frank Urso**  
Dynamic Media  
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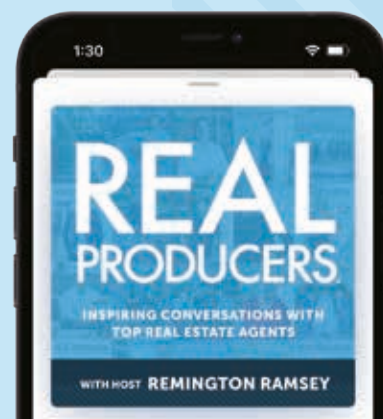
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# EMBRACING GRATITUDE & HONORING SERVICE

▶▶ publisher's note

Dear Real Producers of Long Island,

As the autumn leaves drop, November arrives with a special invitation to pause and reflect. Thanksgiving, the cornerstone of this month, reminds us of the importance of acknowledging the blessings that enrich our lives.

Gratitude is not just a fleeting sentiment; it's a powerful force that shapes our perspective. In real estate, where every transaction carries the potential for growth, gratitude forms the bedrock of a positive mindset. It's a reminder that even amidst challenges, there is much to be thankful for! As we gather with loved ones this month, let's take a moment to reflect on the aspects of our lives that fill us with gratitude.

November also brings Veterans Day, a time when our nation pauses to honor the service and sacrifice of our veterans. At Long Island Real Producers, we join in this tribute, expressing our heartfelt appreciation and thanks to the men and women who have served our country with dedication and valor. Their commitment to protecting our freedoms is a source of inspiration.

Speaking of giving thanks, we had an unforgettable time at our Mini Launch Party on October 19th with the agents who have graced our pages in the last few months and our preferred partners. It warmed my heart to see everyone coming together as one

of our newest Real Producers communities. Check out photos from the event in this month's issue on page 12.

Looking ahead, we're excited to reunite in early 2024 to kick off the New Year with our official Long Island Real Producers Launch Party. Stay tuned for more details; the entire Top 500 community in Long Island will be invited to this exclusive event. We can't wait to see you all in the new year!

With heartfelt gratitude,



**Kristen Brindley**  
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# LONG ISLAND Real Producers' MINI LAUNCH PARTY

**OCTOBER 19, 2023**

Our first *Long Island Real Producers* MINI Launch Party was an absolute blast! It was an honor gathering together with the agents we've featured in our first few issues along with our esteemed partners. A very special thank-you to our kind sponsors, **Mike Dantona with Inspecticore** and **Steve Leinwand with Extermicore**, as they made the event possible! A HUGE thank-you to **Laura Bisbee of the Paley Team at Keller Williams Points North** and **Paul**

**Palmetto of Palmetto, Mollo, Molinaro & Passarello, LLP**, for graciously hosting our event! We had a wonderful time connecting with the best of the best over terrific food and cocktails!

Our photographer, **Chris Basford of Dynamic Media Solutions**, snapped plenty of fun pictures, which you can also find on our Facebook page. If you were one of the lucky

attendees, **be sure you join our new, private Top 500 group today and tag yourself and your friends in the pictures!**

We can never express enough gratitude for our partners — we simply could not do what we do without your tremendous support. Thank you again for being part of our special Real Producers community. We appreciate you all and can't wait to see everyone again at our big, official launch party for the entire *Long Island Real Producers* community on February 8, 2024!

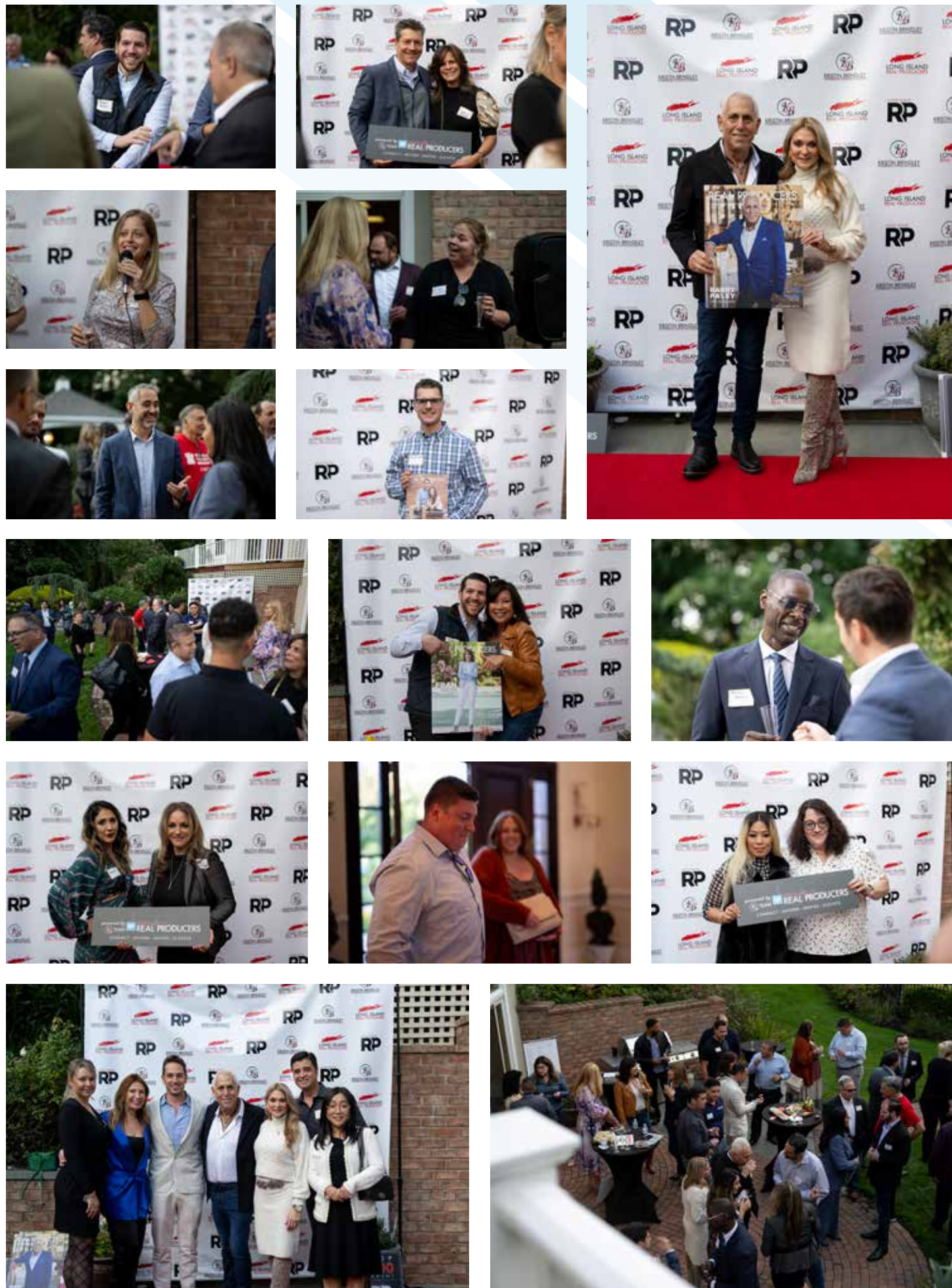
P.S. Don't miss all the Mini Launch Party highlights! Check out the full gallery of captivating photos on our Facebook page or scan the QR code to relive the wonderful memories we created.



For more information on all *Long Island Real Producers* events, please email us at [info@longislandrealproducers.com](mailto:info@longislandrealproducers.com).







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# MICHAEL HALL

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## ▶ partner spotlight

By Aja McFarland  
Photos by Chris at Dynamic Media Solutions

### OVER SEVEN DECADES OF EXCELLENCE

*"MY GRANDFATHER STARTED THIS COMPANY WITH A TRUCK WITHOUT A MOTOR AND A SHACK ON A DIRT PLOT OF LAND IN JAMAICA, QUEENS," MICHAEL HALL SAYS OF HIS FAMILY BUSINESS. "HE'D TOW THE TRUCK TO THE CUSTOMER'S HOUSE WITH HIS CAR EARLY IN THE MORNING ... AND HE DID THAT UNTIL HE HAD THE MONEY TO PUT A MOTOR IN THE TRUCK."*

Fast-forward 73 years later, Hall Lane Moving and Storage is one of the largest family-owned-and-operated moving companies on Long Island. Locals have repeatedly voted them the best moving company on the island, honoring them with the Best of Long Island Award from 2017 onward. Hall Lane is also the exclusive agent for North American Van Lines, the fourth-largest van line in the country.

North American has recognized the company's hard work with several awards, as well: in 2019, they won the largest consumer agent and top consumer growth agent; in 2020, they were the largest consumer agent; and in 2022, they placed third for largest consumer agent. North American Van Lines has also awarded Hall Lane with a gold medal each year for their "Pursuit of Excellence" program.

As the grandson of the company founder, Michael seeks to build upon the foundation laid by his family and grow a network of connections that benefit the community for years to come.

#### A BUSY MAN

Starting work earlier than most, Michael had his first job at the age of 7, repairing boxes of Girl Scout Cookies that would then be

shipped elsewhere on the island. Later, during high school and college breaks, he would work on the trucks, learning the business from the ground up. After attending the University of Delaware, he moved into financial advising. But in late 2007, the New York City Fire Department called Michael, and in that moment, he left advising to become a fireman.

When his family called and asked him to join the family business, though, Michael did not give up one job for another again and instead chose to continue being a fireman while also serving as Hall Lane's customer satisfaction and marketing manager. Now, Michael works two full-time jobs, both as a lieutenant of the FDNY and for Hall Lane. He is also shortlisted to become a captain in the fire department.





“The company’s been around for 73 years ... and I’m going to keep it going.”

Michael Hall, grandson of the company’s founder, is the senior customer satisfaction & marketing director of Hall Lane Moving & Storage.



Through these roles, Michael has been able to meet and work with some of the best REALTORS® on Long Island. He has found these relationships to be very rewarding and beneficial for both parties and has built connections that will see the company and the community a wealth of benefits far into the future.

**INTO THE MODERN ERA**

Though Michael specializes in sales and marketing, much of his work starting out at Hall Lane was in a different area altogether — modernization.

“My first day in the office, I heard this strange, loud, pecking noise. I poked my head around the corner and saw someone using a typewriter. I didn’t know those still existed, let alone that they were still in use. I made it my mission to move Hall Lane into the 21st century,” he chuckles.

Now, workers can use tablets to check their calendars, run estimates, find anyone or anything, and much more, instead of calculating by hand or needing to stop at the office before getting on the road.

“Pen and paper has gone by the wayside,” Michael affirms. “We’re all digital.”

While Hall Lane is committed to helping families meet their moving needs, they are also dedicated to giving back to their community. They work with Move for Hunger, a program that collects unwanted nonperishable foods from moving families and donates them to local food banks, helping people in need and reducing food waste. Move for Hunger awarded them nationwide Mover of the Year in 2013 for their efforts.

Hall Lane also helps an organization known as Blessings in



a Backpack. This organization helps feed 450 underprivileged students in the Longwood School District. Hall Lane helps by picking up the pallets of food from BJ’s and delivering them to the Longwood Elementary School. They also donate a truck every year to the American Breast Cancer Society to help them transport supplies and equipment for their walkathon.

**STRIVING FOR GREATNESS**

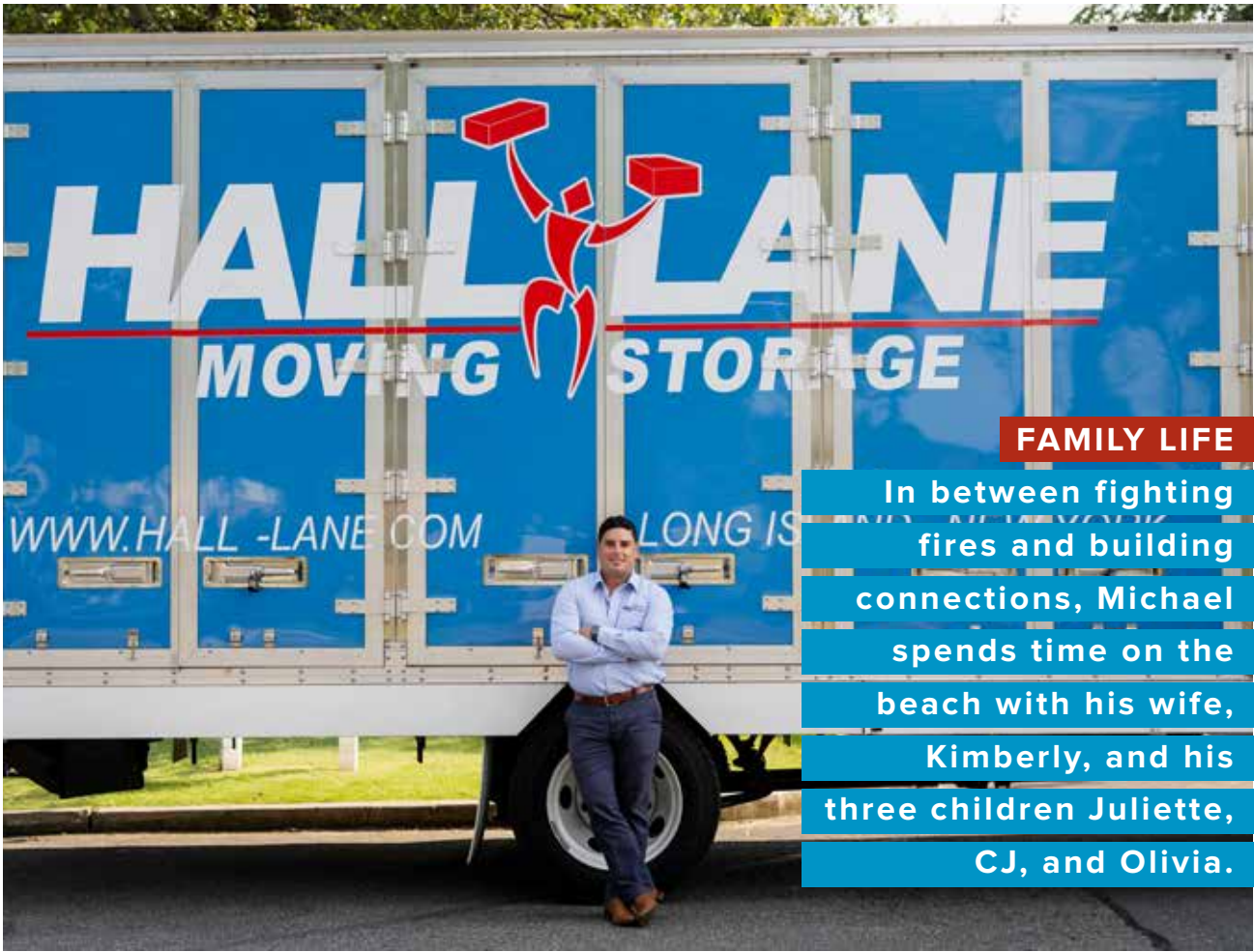
Working two jobs, Michael has plenty that he wants to achieve, and a lot that he finds fulfilling.

In his view, the most fulfilling aspect is giving peace of mind and confidence during a major transition in a customer’s life. In the future, Michael’s dream is to expand Hall Lane into other cities.

“There’s a lot of bad actors in the moving industry, and I want people to be confident knowing they are hiring one of the *good* actors. The company’s been around for 73 years, so it’s been through everything you can imagine. My grandfather started it, and I’m going to keep it going.”



To learn more about how Hall Lane Moving & Storage can help you or your clients, visit their website at [hall-lane.com](http://hall-lane.com) or call 631-543-6801 for a free estimate.



**FAMILY LIFE**

In between fighting fires and building connections, Michael spends time on the beach with his wife, Kimberly, and his three children Juliette, CJ, and Olivia.





► rising star

By Ellen Buchanan  
Photos by Chris with  
Dynamic Media Solutions

# JOSEPH FEMIA

## UNSTOPPABLE

There are REALTORS® who simply sell houses, and then there are the rare agents, like Joseph Femia, a mortgage specialist who actually helps his clients and other agents obtain loans. Joe has made a name for himself at Exit Realty Achieve in Smithtown through his unbelievable dedication, extensive knowledge of the mortgage loan process, and tireless approach to real estate.

“I love it... I do it all day, every day, 24/7,” Joe says of his passion for his combined professions. “It’s just me

and my mentor, Neilson Robles, who is also my mortgage manager and good friend. He’s really like a big brother to me and I owe much of my success to him. He’s helped me grow as a person and become a better man... He’s really helped shape who I am in and out of business.”

“I actually do loans for other Realtors, too, not just my own loans,” Joe adds. “I help them get accepted offers on the real estate side by teaching them about the mortgage process as well.”







Joseph Femia is a Realtor with Exit Realty Achieve and a licensed loan officer with United Mortgage Corp.

A Foundation for Success

Born and raised on Long Island, Joe Femia’s entrepreneurial spirit was nurtured within his family. Both his parents ran their own businesses, leaving a lasting impression on Joe.

“My dad owns a landscape construction company, and my mom does a bunch of different stuff — she’s a travel agent and she also owns a baking business. I also hire her to make closing gifts for my clients, which they love. Many end up hiring her afterwards... It’s gratifying for me to help her business grow,” he says. “My dad actually made me go to work with him every summer when I was in school to discourage me from following in his footsteps — it’s backbreaking work.”

After completing his economics and finance degree in only three years at Quinnipiac University, Joe went into the corporate world but quickly realized it was not the place for him. A brief and disappointing stint as a financial analyst led him to a random job posting on Facebook, setting the stage for his remarkable pivot into the world of real estate in late 2019.

Joe found himself working as a loan officer with yet another disappointing employer. Through sheer determination and the support of his colleague, Zach Harned, they taught each other the ropes from the ground up while searching for an exit plan. Eventually, after a few months at that bank, the duo lucked

upon Neilson’s contact information from a friend of Zach’s relative. The three gentlemen met up for a bite to eat, and the rest is history.

“I still work with Zach to this day,” Joe says with a grin. “Neilson bought us wings and beer and told us he had been wanting to start a team. He asked us both if we would be willing to get our real estate licenses; and frankly, I had nothing to lose at that point. Neilson took a chance on us and it paid off. He taught me everything I know about real estate and investing.”

In addition to being a licensed mortgage loan officer (NMLS #1876799) at United Mortgage Corp. and a Realtor, Joe’s mentor also took him under his wing when he started his solar company, Neilson Solar, in the spring of 2022.

“We had a brainstorming session together after someone was asking for a solar company referral at one of Neilson’s Airbnbs,” Joe recalls. “We both realized how slimy that industry could be and how clients could easily get taken advantage of without a good referral, so we decided to go into the business ourselves to educate clients on how to make the right choices while saving a ton of money.”



Striving for Excellence

Joe’s sales performance speaks volumes about his commitment and success. Out of approximately 180 agents at his brokerage, Joe ranked number six last year in sales volume with 20 transactions and just under \$11 million in sales. He currently sits in the number two spot for 2023.

Joe’s unique role as a mortgage lender sets him apart from others, enabling him to deliver exceptional service by providing invaluable insights on both real estate and mortgage options.

“I think the biggest thing is having the knowledge to explain every single side of it in depth. If I’m working with an investor, I have several investment properties myself so I know what it’s like and I know how to run the numbers,” Joe affirms. “As a loan officer, it helps to know how to explain a quirky mortgage too.

Joe’s success lies in his commitment to being available at any time for his clients and in his focus on building strong relationships. He goes the extra mile to ensure that his clients are not just satisfied with

their purchases but have a friend in the real estate business. Joe is known for always answering clients’ calls, sometimes even late at night.

“All I do is work. I just did my first vacation a month ago since I started. It was three days, and I was freaking out,” Joe laughs. “But yeah, I’m always available, even on Facebook. My motto and Instagram handle is literally ‘Just Ask Joe.’”

Outside the Office

Beyond work, Joe shares a love for cars, often spending time with friends at car shows and gatherings. He also enjoys watching football, going to the gym, investing in his rental portfolio, and spending quality time with his family and best four-legged friend, Zeus. “He’s really the most handsome dog you’ve ever seen,” Joe chuckles. “Zeus is a supermutt; he’s literally a mix of everything and a terrific rescue dog.”

In the near future, Joe’s plan is to acquire a house in Bluffton, South Carolina, while continuing to serve his clients and expand his real estate and mortgage business. In the long term, his dream is to find a loving wife, build a family, and raise children in a nurturing environment.

For aspiring real estate agents, Joe offers some sage advice if they want to make it in the business too.

“Besides working hard, focus on the relationship. Really treat your past clients like they’re still your current clients,” Joe suggests. “And answer the phone! Your job is literally to answer the phone. Lastly, you have to follow up with people, know your stuff, and never ever prioritize money over a relationship.”





A man with short brown hair, wearing a dark blue blazer over a white shirt, is sitting on a light-colored sofa. He is smiling and looking towards the camera. The background shows a cozy living room with a round mirror on the wall and some decorative items.

» cover story

By Zachary Cohen  
Photos by Chris at  
Dynamic Media Solutions

# STEPHEN BAYMACK

Strengthening  
Community

By 2009, Stephen Baymack was 20 years into his career with the New York Police Department. Stephen was living out his childhood dream, following in his father's footsteps as a second-generation NYPD officer and rising through the ranks to become a captain, a post he held for over a decade.

Stephen speaks fondly of his time in law enforcement. The work was good to him, offering him the opportunity to make a difference in his community. One of his favorite parts of the work was the

relational aspect of his daily dealings. Whether working alongside fellow cops or with civilians, Stephen was committed to building connections and strengthening communities.

During his law enforcement career, Stephen also found a particular liking for building management. He was the executive officer of the facilities management division of the NYPD, overseeing 350 employees and 300 police facilities throughout New York City. That, ultimately, is what turned him on to the idea of selling real estate.

“

I attribute almost all of our success to how importantly we view relationships with clients. Almost our entire business is referred-based. We take a great deal of pride in treating people well.





Stephen Baymack's wife, Laura, joined him in real estate in 2014, and together they are The Baymack Team at Compass.

“We are a complementary team.”



## WORDS OF WISDOM

“I really appreciate the fact that we consider ourselves experts in one particular neighborhood and know everything there is to know about that neighborhood — every single listing and sale. Concentrate and become a true expert.”

“I learned a lot about infrastructure and the mechanics of buildings, and that’s what motivated me to get my license,” Stephen recalls. “The knowledge base I had acquired of how buildings operate, combined with the fact that I considered myself a people person — it felt like a fantastic transition to work with people selling and buying homes.”

Stephen got his real estate license in 2009. Two years later, he retired from the NYPD to focus solely on real estate.

### RELATIONSHIPS FIRST

Stephen has now been thriving in real estate for 14 years. His wife, Laura, left her post as a nursery school teacher to join him in the business in 2014, and they’ve been working as a husband-wife team ever since. Stephen and Laura sold a combined \$63 million in 2022.

“We are a complementary team. Every single thing is shared, and we each have our specialties,” Stephen explains. “Laura stages our listings, schedules professional photography, does floor plans, and I take care of negotiations and questions about infrastructure. We come together to do open houses, meet with clients, etc.”

According to Stephen, a staggering 97 percent of his business comes from one town — Garden City. They are hyperfocused on building relationships and serving their local community.

“I attribute almost all of our success to how importantly we view relationships with clients. Most of our business is referral-based. We take a great deal of pride in treating people well,” Stephen says proudly. “A lot of that has to do with the skills I carried over from my time as a police officer — how to deal with people, furthering relationships, and how important the interactions with people are.”

### KNOWING HIS VALUE

Outside work, Stephen is a devoted family man. He and his wife, Laura, have three children — Jaclyn, Stephen, and Amanda — who are now launching into their adult lives. Stephen is proud of how close his family remains, even as his children spread their wings and begin to build independent lives.

As his personal life shifts, Stephen plans to continue growing his real estate business. He’s excited to continue his upward ascent alongside Compass, the tech-driven company he joined in late 2021. Most importantly, Stephen intends to continue serving with humility, strong ethics, and integrity.

“I want to be known for being true to my values, for being a good person,” Stephen concludes. “I want to be a professional on and off the field.”





# TOP 100 STANDINGS

[Teams and Individuals](#) Closed Data from Jan. 1 to Sept. 30, 2023

Rank	Name	Office	List Units	List Volume (Selling \$)	Sold Units	Sell Volume (Buying \$)	Total Units	Total \$
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