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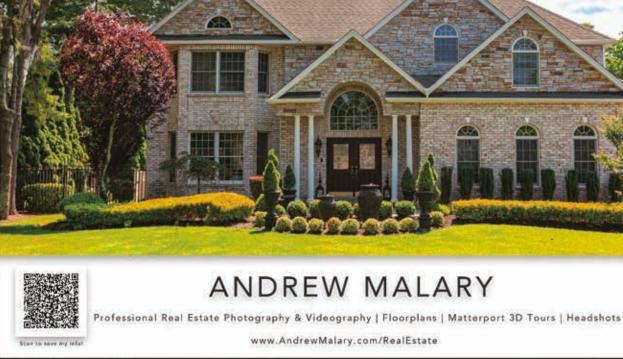
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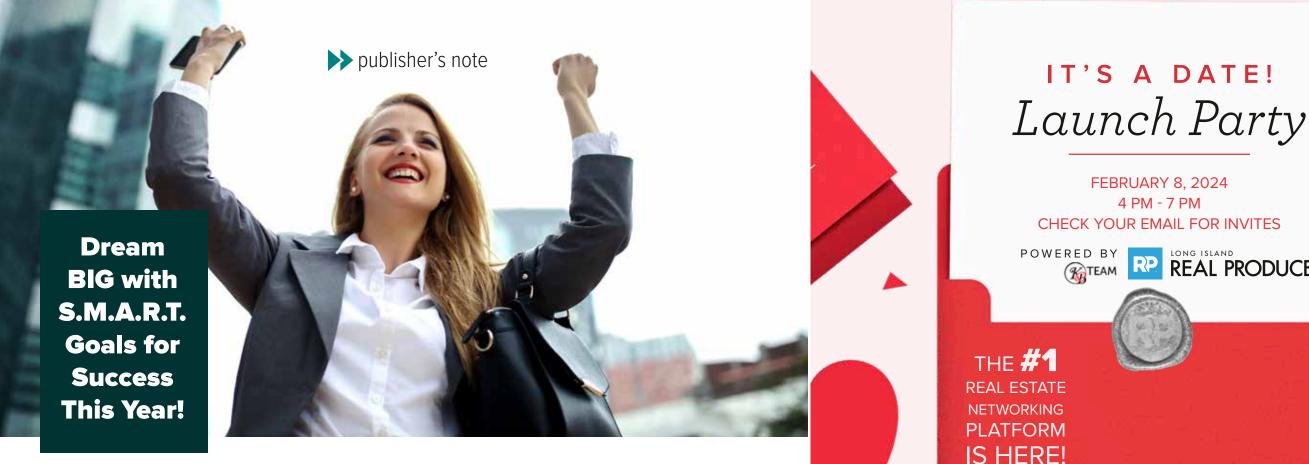
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Dear Real Producers of Long Island,

As we cross the threshold to 2024, I can't help but feel the excitement that comes with a fresh start! There's no one I'd rather ring in the New Year with than this amazing community — a group that continues to embody excellence.

A new year signifies new hopes, new goals, and undoubtedly, new challenges. It's a time to reflect on where you are now and set your sights on the future. Here at Long Island Real Producers, we believe in the power of S.M.A.R.T. goals.

S.M.A.R.T. stands for 'Specific, Measurable, Achievable, Relevant, and Time-Bound' — five crucial aspects that lend focus and flexibility to your aspirations. Specificity, ensuring your goal is simple, sensible, and significant. Measurability, defining the data that will gauge your success. Achievability, ensuring you have the skills and resources needed. Relevance, aligning your goal with the bigger picture. Timebound, setting a deadline that propels action.

The specificity of S.M.A.R.T. goals makes them more than just resolutions; they become actionable plans. What will you achieve? What data will measure your success? Are you sure you can do this, and does it align with your broader objectives? What's the deadline?

In the spirit of setting intentions, mark your calendars for February 8th for the big Long Island Real Producers launch party! We can't wait to gather together with this fantastic

community and celebrate the launch in August 2023 of this special publication, made possible thanks to our wonderful preferred partners and the amazing top producers who've shared their stories with us and graced our pages over the last several months. If you haven't received your exclusive invitation, please reach out to us at info@longislandrealproducers.com. We hope to see you there!

Wishing you all the best in 2024. Here's to another year of inspiring, connecting, and elevating our top producers and preferred partners!



With gratitude,

Kristin Brindley

Owner/Publisher Long Island Real Producers (313) 971-8312 www.longislandrealproducers.com



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JUDD LEVINE MAFFUCCI **MOVING & STORAGE**

partner spotlight

MOVING BEYOND EXPECTATIONS



Judd's father, Paul Levine (left), is CEO of the company. (Photos by Photos by Chris at Dynamic Media Solutions)

As president of Maffucci Moving & Storage, Judd Levine is a man whose career isn't just a successful pivot but a profound continuation of his father, Paul Levine's, legacy. "I have to give a lot of credit to my father," Judd shares. "His leadership has gotten our company to where we are, and that cannot be understated.

"I grew up as a kid working in the family business, always spending my free time, weekends and summers learning the ropes," Judd recalls. "I worked in the warehouse, on trucks, in the office and going on sales calls with prospective clients. Twenty three years later, here I am."

COMMITMENT TO TRADITION

After graduating from Indiana University's Kelley School of Business, Judd's career path took an unexpected turn post-9/11, leading him back to the roots of his family's moving business. Armed with a background in sales and marketing from Indiana University, Judd found himself steering the company through unprecedented changes.

Under Judd's dynamic leadership, Maffucci Moving & Storage has become synonymous with reliability and exceptional service. He is keenly aware that the success of the business is intricately tied to the dedication of the team, making each move not just a logistical accomplishment but a personal and professional triumph.

"Our team, whether in the office or out in the field, is what separates us from everybody else," Judd emphasizes. "It's not just about moving; it's about the people who make the moves."

Judd and his team have been recognized for their work as well. Examples of those accolades include being named Move for Hunger's Agent of the Year in 2020, Bekins Agent of the Year in 2019, Bekins Agent of the Month 12 times. And they are consistently one of the top 3 Bekins Van Lines agents nationally in sales, hauling and customer service ratings.

PERSONAL CONNECTION

In a sector where personal connection is paramount, Maffucci Moving & Storage distinguishes itself as a service that values



Judd Levine (right) with his parents, Paul and Sharyn





genuine human interaction, transcending the transactional to create lasting connections. It's not merely about relocating belongings; it's about transforming a stressful event into a seamless, stress-free experience.

For Judd, the most rewarding part of his work lies in the company's unique approach to each move.

"Moving is one of the most stressful experiences people go through," he notes, underscoring the importance of understanding the emotional weight of the process along with maintaining that human connection.

RELATIONSHIPS BEYOND TRANSACTIONS

Away from the intricacies of moving logistics, Judd finds joy in family life. Married to his wife, Tara, since 2007, the couple has two daughters, Simone and Jocelyn. Despite the demands of running a successful business, Judd and his family cherish the simple pleasures of spending time together, enjoying movies, going out to dinner and watching game shows together.

"We like to travel, and our favorite thing to do as a family here in New York is to go see the New York Islanders play," Judd shares.

ON THE HORIZON

Looking ahead, Judd envisions continued growth for Maffucci Moving & Storage, in both residential and commercial moves. Professionally, success, to Judd, means fostering an environment where every day is an accomplishment. Personally, Judd is dedicated to being present for his family and community. He takes a holistic approach to life and work, where professional achievements are intertwined with personal fulfillment.

Maffucci Moving & Storage's ethos extends beyond business as well. Judd takes immense pride in the relationships built with real estate brokers. This camaraderie goes beyond transactions, offering additional services like decluttering to support brokers in their endeavors. It's a reminder that in the world of Maffucci, relationships are not just built on transactions but on partnerships that deliver on positive experiences for the end customer.

"Many of the brokers that we have worked with are not just business relationships; they have become personal friends," Judd concludes.

TO CONNECT WITH JUDD LEVINE AT MAFFUCCI MOVING & STORAGE, CALL 631-842-6400 OR VISIT THEIR WEBSITE: WWW.MAFFUCCIMOVING.COM.







ASHLEY CURABA

Right at Home

Ashley Curaba's entrance into the real estate arena in 2021 was more than just a career move; it was the realization of a lifelong passion. For Ashley, real estate isn't merely a transactional journey ... it's a labor of love, a profession born from a genuine connection to the spaces we call home.

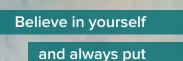




"I have always had a love for homes and interior design," Ashley shares, offering a glimpse into the authentic roots of her journey. "And there is nothing better than when we finally accept or get an accepted offer. Merging two families, one that is leaving a story behind and one that is starting their first chapter is very fulfilling."

Building Authentic Relationships

Before becoming a real estate agent, Ashley found joy in helping friends and family discover their



your full effort into

everything you do.

Relationships matter.

ideal homes, a passion that eventually led her to take the plunge into a career where she could seamlessly merge her love for homes with her natural talent for connecting with people.

In a remarkably short span, Ashley's diligence and competitive spirit propelled her to the pinnacle of success winning the coveted Rookie of the Year award in 2023 at Daniel Gale Sotheby's International Realty. This achievement stands as a testament to Ashley's tireless devotion to excellence while taking care of her clients.

At the core of Ashley's success lies a trifecta of principles — belief, commitment, and the significance of building authentic relationships. Her accomplishments are not measured in deals closed but in the genuine connections fostered with clients and colleagues alike. Her advice to new agents echoes this philosophy.

"Believe in yourself and always put your full effort into everything you do. Relationships matter," she affirms.

The Balancing Act

Beyond the office, Ashley tries her best to be a devoted parent and wife. Married to her high school sweetheart, Ashley navigates the delicate dance of being a hardworking yet present mom to their



daughter, who will soon be turning 2. The Curaba household is also filled with the playful barks of an 8-year-old pitbull named Luna.

"I love to travel, golf, fish, read, and anything competitive or outdoorsy when I have free time," Ashley shares. "I also just recently started learning tennis and I love it!"

Real estate, with its flexible schedule, has become not just a career but a tool that allows Ashley to savor precious moments with her family.

"If I continue to get to wake up every day and do something I love as a career, to me, I will always "First and foremost, I will always work with be successful," Ashley notes. "If I can help support integrity and honesty," Ashley concludes. "I truly my family, be a solid role model to my daughter care about people and always want to make sure and a good wife, I've succeeded." I am helping them make a good decision.

Ashley's commitment to making a positive impact, "I like to say that I am living the life 'younger me' whether through generous donations or personal used to always imagine," she adds. "I always try to involvement, reflects her belief in the transformalook at teenage Ashley and think what she'd think tive power of giving back. She actively participates of me now, and it motivates me to always do better."

Ashley Curaba is a rising star with Daniel Gale Sotheby's International Realty.

in various local charities, embodying the spirit of community and selflessness.

A Bright Outlook

As Ashley gazes into the future, her vision extends far beyond individual transactions. She envisions continued growth in her real estate career, with the ultimate aspiration of owning her own brokerage one day. Her dreams are not just personal; they are intertwined with a commitment to maintaining the highest standards of integrity, honesty, and a genuine care for the people she serves.





FROM LAW TO LISTINGS:

STILL WINNING

Photos by Chris at Dynamic Media Solutions

IRENE "RENEE" RALLIS STANDS AS A TESTAMENT TO EMBRACING CHANGE, ESPECIALLY WHEN IT LEADS TO UNEXPECTED SUCCESS. BASED IN MANHASSET, RENEE'S PATH FROM LAW PRACTITIONER TO A TOP-TIER AGENT AT DOUGLAS ELLIMAN REAL ESTATE NOT ONLY SHOWCASES HER ACHIEVEMENTS BUT THE PASSION AND PRECISION SHE INFUSES INTO HER WORK.

CORPORATE BACKGROUND

Armed with a Bachelor of Science in Accounting from NYU Stern School of Business and a Juris Doctor degree from Fordham School of Law, Renee navigated the intricate landscape of corporate law and financial institutions. She first went to work at Morgan Lewis & Bockius as a Corporate Law Associate and later transitioned to Cantor Fitzgerald as Assistant General Counsel. But when Renee welcomed her third child into the family, she knew it was time to make a change — at least temporarily.

"With my role as a full-time mother, I initially sought to pursue a part-time job as a REALTOR[®]," Renee explains. "What I had in mind was a short-term endeavor, but it evolved into a full-time, fulfilling career where I achieved remarkable success."

Numbers tell a compelling story in real estate, and Renee's statistics are impressive. Holding the titles of number one agent in Manhasset, number two Long Island agent by volume and gross commission income (GCI), along with being a Pinnacle award winner (top 3 percent of agents nationwide) in 2022 are just a few of the feathers in her cap at Douglas Elliman.

With a total volume of \$81 million sold in 2022, along with 52 transactions closed and pending at the time of this writing, Renee's track record speaks volumes about her expertise and client trust.

realproducersmag.com

Reflecting on her transition to real estate, Renee notes, "It proved to be more demanding than I had initially anticipated ... and I have a deep appreciation for the challenges it presents, which I thoroughly enjoy!"

PROFESSIONAL FOCUS

For Renee, real estate is about more than transactions; it's about client connections.

"What I find most fulfilling about my work is solving my clients' housing needs, goals, and wishes, and navigating them through the intricacies of the industry," Renee shares.

Her unique approach blends her meticulous nature with a background as both an attorney and accountant, setting her apart in an industry where precision is key.

Her advice to up-and-coming producers in the industry reflects her own sound approach. According to Renee, the secret to achievement comes from staying on top of transactions and never resting on one's laurels.





K MY GOALS ARE TO CONTINUE GROWING MY

BUSINESS AND FINDING BETTER STRATEGIES TO

HELP MY CLIENTS NAVIGATE THIS TOUGH MARKET.



Top performer Irene "Renee" Rallis is a Realtor with Douglas Elliman Real Estate.

"Be patient, build your database and your network, and get to know other Realtors in your field," Renee advises. "Most importantly, know your comps and inventory, be honest, and be knowledgeable regarding your product. Remember, the client is always right."

"Success means meeting your clients' needs, skillfully navigating the challenges and hurdles that can arise during a real estate transaction, and receiving heartfelt gratitude from those you've assisted in finding their homes," she adds.

OUTSIDE THE OFFICE

Beyond the bustling real estate world, Renee finds solace and joy in her family. With a marriage spanning over 35 years, Renee and her husband Nick are proud parents to three children. Nicole, 29, is married and has blessed Renee with a grandchild who is 16 months old. Ross, 31, is engaged, and Danielle, 23, is pursuing her education in dental school. Renee values and treasures every moment she spends with her family. "I love being with my family, spending time with my grandson, hiking, cycling, yoga, weight training/exercising, music, dancing, and being with friends. I like to be near the water and in the mountains, connecting with nature in all forms. Traveling is a passion too," she smiles.

Renee's commitment to making a positive impact extends beyond the real estate realm. Engaged with charities such as Saint Michael's Home for the Aged, God's Love We Deliver, and Luv Michael, she exemplifies the importance of giving back to the community.

Looking to the future, Renee envisions continuing to grow her business and finding better ways to help clients navigate the challenges of a tough market with higher rates and low inventory.

"I love what I do," Renee shares. "Every homeowner and buyer I meet is an opportunity to make another family happy."





Success means meeting your clients' needs, skillfully navigating the challenges that can arise during a real estate transaction, and receiving heartfelt gratitude.

TOP 100 STANDINGS

Office

Teams and Individuals Closed Data from Jan. 1 to Nov. 30, 2023

List

Units



Disclaimer: Information based on MLS closed data as of December 4, 2023, for residential sales from January 1, 2023, to November 30, 2023, by agents licensed in our service area, which includes Nassau and Suffolk counties. Numbers not reported to the MLS by the date the information is retrieved are not included. MLS is not responsible for submitting this data. Some teams may report each agent individually.

Rank Name

List Units	List Volume (Selling \$)	Sell Volume (Buying \$)	Total Units	Total \$	

TOP 100 STANDINGS

Teams and Individuals Closed Data from Jan. 1 to Nov. 30, 2023

Rank Name Office

List List Volume Units (Selling \$)

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Units

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