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Rajin Ramdeholl's commitment to innovation and adaptability shines brightly in the realm of real estate finance. Non-QM Loans, under his strategic guidance, are not merely a financial instrument; they represent a paradigm shift that redefines the possibilities within the real estate landscape. As top-producing professionals navigate the intricate world of real estate finance, Fluent Mortgage, led by Rajin Ramdeholl, stands as a beacon of progress, revolutionizing the industry one Non-QM Loan at a time.

*Rajin Ramdeholl*  
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# MEET THE LONG ISLAND REAL PRODUCERS TEAM



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# PUBLISHER'S NOTE

## Real Producers of Long Island!

We just had an amazing Zoom event with Hal Elrod (Miracle Morning author), discussing how to have your Best Year Ever! We hope it inspired you in your journey of personal growth.

As we dive into June, let's take a moment to celebrate the diversity and inclusivity that make our community so special. June is Pride Month, a time to honor and support the LGBTQ+ community. Let's spread love and acceptance wherever we go!

But that's not all—June also marks the celebration of Juneteenth, a day that commemorates the end of slavery in the United States. It's a reminder of the progress we've made and the work still ahead to achieve true equality for all.

Speaking of celebrations, our next event will be in the fall. The 1st anniversary of our publication will be celebrated on October 9th at our Moonlight Masquerade. More details will come soon, but we can not wait to see you all in your finest.

As we embrace the joys of June, let's remember these words of wisdom: "In a world where you can be anything, be kind."

Here's to a fantastic June filled with love, celebration, and progress. Happy June, everyone!

## Kristin Brindley

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# THERESE DiRENZO

▶▶ rising star



## Transitioning To Success

By George Paul Thomas  
Photos by Chris at Dynamic Media Solutions

**T**herese DiRenzo is an accomplished marketing professional who has seamlessly transitioned into a successful REALTOR® role at Compass. With a robust background in marketing diverse product lines, she brings a dynamic and fresh perspective to the real estate industry. Her approach is direct and results-driven, focusing on comprehending her clients' needs and implementing personalized strategies to ensure a seamless purchase or sale of their home.



### A Tale of Transition

Therese's journey from being a devoted stay-at-home mother for the past 17 years to becoming a prominent Realtor with Compass is truly inspiring. It speaks volumes about her resilience, adaptability, and unwavering determination to succeed in the real estate industry.

Growing up in a large, close-knit family has shaped Therese's work ethic and exceptional interpersonal skills. As the youngest girl among seven brothers and four sisters, she honed the art of building trusting relationships and perfecting her interpersonal skills. These qualities have undoubtedly contributed to her success as a real estate professional.

Before entering the real estate industry, Therese refined her skills in product management and was conference director at Computer Associates International. Leveraging her extensive marketing experience, she seamlessly transitioned into a real estate agent, utilizing her past expertise to market homes and properties. This background has undoubtedly equipped her with a unique perspective and valuable skills to excel in the industry.

Therese's foray into real estate was shaped by her family's involvement in commercial real estate and development, with several family members being top producers in the industry. Encouraged by her relatives, who recognized her potential as a broker, she embraced the opportunity to pursue a career in real estate.

"In my past profession, I had to travel all over the country for work," Therese shares. "But I wanted to get into an industry where I could make a significant salary without traveling away from my family. It was an easy decision to enter the real estate industry with my family as the best mentors on how to become successful," she adds.

Despite encountering personal and professional challenges, including a tragic loss and the obstacles presented by the COVID-19 pandemic, Therese's initial two years in the industry did not yield notable sales. However, her resilience and determination remained unwavering. Upon joining Compass in her third year, she experienced exponential growth in her business, capitalizing on the marketing platform provided by Compass. This platform led to doubling her business year over year, reaffirming her unwavering commitment to excellence.

By teaming up with The Fran Mazer Team, a top 1.5% small team in the nation for three consecutive years, Therese has found the perfect synergy to elevate her real estate endeavors further. Bringing her business acumen and sphere of influence to the team, she ensures that her clients will receive top-notch support and service, benefiting from the team's collaborative experience. The Fran Mazer Team consists of dedicated professionals with over 24 years of experience and a total sales volume exceeding 870 million dollars. Therese contributes to the team's collective success and enhances the value she provides to her clients.

Therese's impressive track record speaks volumes about her prowess in the real estate industry. With her personalized service, Therese has established herself as a formidable force in the market. Her outstanding achievements have garnered



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recognition, as evidenced by receiving the Top Agent Award in 2021 for being the fastest-growing agent. These accomplishments underscore her dedication to excellence and her ability to deliver exceptional client results.

For Therese, real estate represents more than just a career—it serves as a pathway to realizing her dreams while remaining rooted in her family values. Her ongoing success in the industry is a testament to her unwavering dedication, expertise, and collaboration with a top-tier team and an extensive network of agents nationwide. This commitment to excellence and her strong connection to her roots and family values drive her forward, making a meaningful impact in the real estate industry.

What sets Therese apart from other agents is her sincerity in helping people to achieve their goals.

"I am a genuine, authentic person. And I work very hard. Also, I use my marketing skills to sell their home. Because I know every transaction is unique, I implement a special marketing strategy per listing," Therese notes.

### Life Outside Transactions

Amidst her successful real estate career, Therese finds great joy in her tight-knit family of four. Alongside her husband, Jimmy, and their two children, Dominique and Anthony, they treasure moments of laughter and collaboration. It's heartwarming to know that they even turn open houses into memorable family experiences, highlighting their ability to meaningfully blend work and family life.

"They help me with my open houses. Yes, even my husband had to pitch in when I had a line down the block, and what was supposed to be a 1.5-hour open house took 5 hours," Therese reveals.



Beyond their professional pursuits, the family enjoys skiing, movie nights, puzzles, and video games. Their cherished fur baby, Tucker, a mid-sized goldendoodle, undoubtedly adds to their happiness with his affectionate presence. It's wonderful to see how they find joy and relaxation through shared interests and the companionship of their beloved pet.

Therese also loves playing tennis, paddleball, and pickleball and enjoys cooking in her free time. Giving back is also essential to her; she and her team support multiple charities.

### Aspirations in Focus

As Therese reflects on her journey and looks toward the future, she finds inspiration in her favorite quote: "Home is where your story begins." For her, success is simple—it's about ensuring her clients are satisfied and genuinely happy at the end of each transaction. This satisfaction breeds trust and loyalty, leading to invaluable referrals that fuel her business's growth year after year.

Professionally, Therese's aspirations are clear: to continue expanding her business and positively impacting her clients' lives. Yet, amidst her professional ambitions, she also treasures her personal life. Her highest hope is to carve out more time to enjoy precious moments with her family, finding a balance that enriches her personal and professional spheres.

Therese's advice for up-and-coming top producers is clear:

"Do not be a secret agent. Let people know you're in the industry," Therese emphasizes. "Surround yourself with like-minded agents who will help you grow and support you."

This brief advice highlights the importance of visibility in the real estate industry. To succeed, one must actively promote oneself and establish a solid professional presence.



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➤ agent spotlight

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## HARMONIZING SUCCESS

*In the dynamic world of real estate, success hinges not only on market knowledge and negotiation skills but also on understanding and catering to clients' unique needs. Michael Jordan Sadis, a Licensed Associate Real Estate Broker and Regional Director at Serhant (Long Island), embodies this ethos with a steadfast commitment to personalized service. By focusing on understanding clients' needs and providing straightforward guidance, Sadis has earned a reputation as a trusted professional.*

### From Music to Real Estate

Michael was born and raised on Long Island and took a unique path early in life. Skipping college after high school, he immersed himself in music, touring the country and learning the ropes of networking and building connections. "I was a musician before being a real estate agent. There are many similarities between the real estate world and the musician world

regarding networking. But growing up, playing music, and touring the country, you had to network and meet people. Sometimes, you're either sleeping in a not-so-comfortable hotel or introducing yourself to people that came to your show," Michael explains, highlighting the similarities between the music and real estate industries regarding networking and adaptation.

After his music career, Michael transitioned into corporate roles, notably as the Director of Online Sales and Marketing for a Music Merchandise company. However, the pull of real estate was strong. Drawing on his diverse experiences, Michael decided to apply his skills to a new field.

Today, as a Licensed Associate Real Estate Broker at Serhant, Michael finds fulfillment in mentoring and empowering others in the industry. His journey underscores his commitment to continuous learning and

growth, exemplifying the importance of adaptability and innovation in any field.

### SERHANT Real Estate

Michael reflects on the remarkable journey he's been on with Serhant. It all began in January 2022, when he boldly opened the Long Island division alongside celebrity real estate broker Ryan Serhant. As the first broker outside of the Soho office to venture into this new territory, Michael felt a sense of pioneering spirit, eager to explore the potential of a new market.

At the heart of Serhant's success lies its unwavering commitment to innovation, epitomized by the award-winning production studio called Studios. With its groundbreaking approach to property presentations, this brokerage has raised the industry's standards and garnered acclaim, including multiple nominations and wins at prestigious events. Studios & ID LABS, the company's marketing and



Ryan Serhant  
and Michael  
Jordan Sadis



branding department, have elevated property presentations to an art form through captivating visuals and compelling storytelling, distinguishing them in a fiercely competitive market.

But what truly sets Serhant apart, in Michael's view, is its dedication to empowering its agents. Take Julie Moss Silver, for instance. Starting with no sales as an agent at her previous brokerage, she's now poised to exceed \$25 million in sales in just her second year with the brokerage, a testament to the supportive systems and resources provided by Serhant.

Another shining example is Julia Krispeal,

renowned for her expertise in North Shore Nassau luxury singles. Julia has established herself as a formidable force in the luxury market segment through her unwavering perseverance and dedication to clients.

And then there's Sana Aminzada, whose sales volume has quadrupled since joining Serhant. Her remarkable success story underscores the transformative impact of the brokerage's support and guidance.

In addition to these individual successes, Michael acknowledges the invaluable contributions of John Walsh, a licensed salesperson who oversees the East Islip office and is the founder of

Serhant South Shore. John's leadership of the South Shore Long Island team further enhances Serhant's presence and impact in the region, enriching the brokerage's collective journey of growth and expansion.

As Associate Broker and Regional Director of Serhant, Michael takes pride in being part of a team prioritizing quality and sustainability over sheer sales volume. For Serhant, success is not merely about numbers but about nurturing a community of dedicated professionals who share a common vision and values. Guided by Ryan Serhant's exemplary leadership, the brokerage continues to redefine the real estate landscape, setting new standards of excellence with each step forward. And as Michael looks ahead to the future, he does so with a sense of anticipation, eager to see where this remarkable journey will lead them next.

#### Building Toward the Future

Outside of his real estate endeavors, Michael embodies the spirit of an entrepreneur, brimming with ideas and creativity. You'll often find him indulging his passion for music as a bassist in the band Atomic Life when he's not working. This latest venture,



announced in March 2024, has been met with overwhelming excitement, fueling Michael's love for music even more. Beyond the stage, he cherishes moments spent painting with his son, finding joy in nurturing creativity.

Reflecting on his favorite quote, Michael draws inspiration from a simple yet profound lyric from the band Cave In: "Who inspires you?" This sentiment encapsulates his belief in the power of inspiration and originality, guiding his approach to business and life.

Michael's goal is to continue building the foundation of Serhant Long Island, showcasing the brokerage's unique qualities to clients and peers alike. With a focus on innovation and forward-thinking, he aspires to set new standards of excellence in the real estate industry, never settling for mediocrity.

As he pursues his personal and professional dreams, Michael remains committed to staying true to his vision and inspiring others to do the same. With his entrepreneurial spirit and unwavering determination, Michael focuses on leaving a lasting legacy for Long Island real estate.



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# LOIS KIRSCHENBAUM



## A SYMPHONY OF SERVICE

Lois Kirschenbaum, a seasoned REALTOR® since 1984, brings more than just experience. With a career of over three decades, she has honed her skills and carved a niche in the real estate industry. Team leader of The Lois Kirschenbaum Team at Daniel Gale Sotheby's International Realty, Lois is not your typical petite figure in the field – she's a Type A dynamo with a passion for the diverse individuals she encounters daily. For her, real estate isn't just about transactions; it's about guiding her clients through every step of the process. She prides herself on being the eyes and ears of her clientele, meticulously attending to their needs and priorities.

### MAPPING FATE

Lois's path to real estate may seem unexpected, but a closer look reveals a trajectory shaped by diverse experiences and a deep connection to the community. After earning a degree in Music Education from Hofstra University, Lois embarked on a career as an elementary school music teacher in Franklin Square. However, her journey took a turn when she transitioned into sales in New York City, specializing in selling boutiques and department stores luxury giftware products

Lois Kirschenbaum Team:  
Emily Corben, Michelle Giannone, Lois Kirschenbaum,  
Tara Fox, and Elyse Gropper



for resale. Working with retailers helped to hone my negotiating skills and taught me a great deal about market trends and customer relations.

"The foundation of my career in real estate began when my husband Ken and I built our home in Old Westbury over 30 years ago," Lois recalls. "Enamored by the area and being involved in the entire process, from design to construction of our primary residence, inspired me to pursue a real estate career," she adds.

As Lois's family grew, so did her involvement in philanthropic endeavors. Taking time off from her career to focus on raising her children, she dedicated herself to various charitable causes, including the Crohn's Colitis Foundation

and the Children's Medical Fund. These experiences not only expanded her network but also nurtured the entrepreneurial spirit that would propel her into the world of real estate.

Elyse Gropper, Emily Corben, and Michelle Giannone—The Lois Kirschenbaum Team stands out in the competitive landscape of Long Island's real estate market.

coupled with a deep understanding of the region's nuances, enables them to provide clients with top-tier service, all in partnership with Daniel Gale Sotheby's International Realty, a globally recognized luxury brand.

## WHAT SETS US APART FROM OTHER REALTORS IS OUR COLLABORATIVE TEAM APPROACH.

### EXCEPTIONAL SERVICE AND ACHIEVEMENT

At the heart of Lois's success lies a commitment to collaboration and excellence. Anchored by a team of five dedicated professionals—Tara Fox,

Bringing together a wealth of knowledge and a shared passion for their local communities, the team members offer unparalleled expertise on the North Shore of Long Island. Their collective experience,

The team's impressive sales speak volumes about their dedication and effectiveness. In 2023 alone, they achieved a remarkable sales volume of \$53 million, with projections for 2024 soaring to an impressive



MY TEAM & I PROVIDE CONTINUOUS SUPPORT, REGULARLY DISCUSSING OUR LISTINGS & BUYERS & EXCHANGING INNOVATIVE IDEAS TO ENSURE EXCEPTIONAL SERVICE TAILORED TO OUR CLIENT'S NEEDS.



\$60 million. Consistently recognized as a top-producing team within the Wheatley Plaza Office, they are the second-highest producing team company-wide out of over 900 agents.

Individually, Lois has earned her place among the industry's elite. As a Gold Circle of Excellence charter member and a fixture in the Real Trends Wall Street Journal's Best Real Estate Agents rankings, she has consistently showcased her prowess in the field. Notably, her track record includes securing the highest residential sales in 2021 and 2022,

with transactions reaching as high as \$18 million and \$12.5 million, respectively.

#### A LIFE FULL OF LOVE

Lois's life is woven with love, family, and adventure threads. At the heart of her world are her beloved family members. With two wonderful married children, Jennifer and Adam, Lois finds immense joy in their happiness. Jennifer and Jeffrey's two amazing sons, Sammy and Owen, bring laughter and light, while Adam and Lauren's two adorable toddlers, Brooke and Philip, add joy. For Lois and her husband Ken, spending time with

their children and grandchildren is life's greatest gift. Whether vacationing together, swimming, playing chess, or cheering on their young athletes on the ski slopes or sports fields, every moment shared with family is cherished.

Life took a delightful turn for Lois and Ken when they realized Ken's dream of owning horses on their Old Westbury property. With their horses, Blue and Phil, the family explored nearby trails.

"We enjoy riding on the nearby trails as a family.

We could ride from Old Westbury, Brookville, and the Muttontown Preserve. We all cared for our horses and the barn—a cherished experience for all of us," Lois reveals.

When work takes a backseat, Lois finds fulfillment in her favorite pastimes. Traveling to new destinations, indulging in the vibrant world of theater, and reveling in the tranquility of swimming are among her treasured hobbies. Each activity is a testament to Lois's zest for life and her appreciation for the beauty in both the grand and the simple pleasures.

Beyond her pursuits, Lois is deeply committed to positively impacting her community. As a corporate board member of the Sunrise Association, she supports their mission of providing free camp experiences to children with cancer and their siblings across the country. Her involvement in the Daniel Gale Foundation, the Crohn's Colitis Foundation, and UJA reflects her dedication to serving others and fostering a better world for future generations.

#### GUIDING YOU HOME

Lois's journey as a realtor is a testament to her unwavering dedication to her client's success. With a firm belief in the importance of Price, Condition, and Availability, she ensures that every aspect of the selling process is handled with precision and care.



Throughout her career, Lois has thrived on the connections she's made and the stories she's heard. She takes pride in finding homes where families can create lasting memories and embark on new chapters of their lives. Lois's track record speaks volumes about her expertise and dedication.

For Lois, real estate isn't just a job—it's a passion. She considers herself fortunate to have found a profession that allows her to make a meaningful impact while doing what she loves. Whether buying or selling, Lois is committed to helping her clients realize their dream of home and move on to their new chapter.



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