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Rajin Ramdeholl
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Cover Story: Robyn Schatz

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- ★ 5 years or less in the business
- ★ At least \$5 million in sales in one calendar year
- ★ Active on social media

For more information, to nominate or request to be featured, please email info@longislandrealproducers.com or visit www.longislandrealproducers.com.



FAQ

Since we launched *Long Island Real Producers* last year, I have heard some of the same questions from many of you. I figured it would be most efficient to publish the answers here in case more of you had the same questions. Remember, my door is always open to discuss anything regarding this community — this publication is 100 percent designed to be your voice!

Q: Who receives this magazine?

A: The top 500 agents in the Long Island area. We pull the MLS numbers each year (by volume) by agents licensed in our service area, which includes Nassau and Suffolk counties. We cut off the list at number 500, and the next year’s distribution is born. We did this again in January, based on the new top 500 agents in sales volume for 2023. Based on 2023’s list, the minimum production level for our group is \$11.04 million. The list will reset again at the end of 2024 for the following year and continue to update annually.

Q: What is the goal of this magazine?

A: We believe that we are better together. When we surround

ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most elite individuals. We take the top 500 real estate agents and our preferred partners and we build an exclusive community around that group. We share their stories, successes, and upcoming events — really, anything that will connect, inform, and inspire, we put in our monthly publication.

Q: Does Real Producers have events?

A: Yes! We will have specific networking events throughout the year.

Q: What is the process for being featured in this magazine?

A: It’s really simple — every feature you see has first been nominated. You can nominate other REALTORS® (or yourselves!), affiliates, brokers, owners, and office leaders can nominate Realtors as well. We will consider anyone brought to our attention because we don’t know everyone’s stories, so we need your help to learn about them. A nomination currently looks like this: you email us at wendy@kristinbrindley.com with the subject “Nomination: (Name of Nominee).” Please explain why you are nominating them to be featured. It could be that they have an amazing story that needs to be told — perhaps they overcame extreme obstacles, they are an exceptional leader, have the best customer service, or they

give back to the community in a big way. The next step is an interview with us to ensure it’s a good fit. If all works out, then we put the wheels in motion for our team to write the article and for our photographer to schedule a photo shoot.

Q: What does it cost a REALTOR® or team to be featured?

A: Zero, zilch, zippo, nada, nil. It costs nothing, my friends, so nominate away! The only small fee you may incur would be for professional lifestyle photos for the article.

Q: Who are the Preferred Partners?

A: Anyone listed as a preferred partner in the front of the magazine is part of this community. They will have an ad in every issue of the magazine, attend our events, and be part of our online community. We don’t just find these businesses off the street, nor do we work with all businesses that approach us. One or many of you have personally referred every single preferred partner you see in this publication. Our partners hold a special piece to this puzzle since their partnership helps support our monthly publication. Without them, we wouldn’t be able to feature our top agents or host our social events.

Q: How can I refer a Preferred Partner?

A: If you know and want to recommend a local business that works with top Realtors, please send an email to us at Lexy@kristinbrindley.com!

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Operations Manager



Lexy Broussard
Sales Manager



Frank Urso
Photographer



If you are interested in nominating REALTORS® to be featured, please email the publisher at wendy@kristinbrindley.com.

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Big congrats to all of the new Top 500 agents who are now part of our *Long Island Real Producers* community, thanks to your stellar sales performances in 2023. You guys rock! By now, you should have received your 2024 *Long Island Real Producers* Top 500 badge in your inbox, a testament to your achievements and success!

March is a special milestone for our team; seven years ago this month, we launched our flagship publication in Greater Washington, D.C. Thanks to the amazing Real Producers and preferred partners in our various communities, we have expanded to have a presence in seven markets around the country!! We're so proud of all of our publications ... and excited for our newest top agents to join us at our fabulous, exclusive events throughout the year.

March also brings the end of Q1 and St. Patrick's Day — a time when I often reflect on what it means to me to be “lucky.” What does luck have to do with success? Are we either born lucky or unlucky ... and can we change?

According to famed psychologist Richard Wiseman, author of “The Luck Factor,” a 10-year scientific study into the nature of luck revealed that, to a large extent, people make their own fortunes. The results also show that it's possible to enhance the amount of luck that people encounter in their lives. Moreover, Wiseman's findings revealed that luck is not magical or random; it has much more to do with one's thoughts and behaviors, which ultimately proved responsible for one's fortune. So if you want more luck this year, heed Wiseman's advice using four basic principles:

- Create and notice chance opportunities!
- Listen to your intuition when making decisions!
- Set positive expectations!
- Adopt a resilient attitude to transform your luck!

Congratulations again to all 2024 Top 500 agents! Be on the lookout for your invitations to the **Hal Elrod “Best Year Ever” Zoom event on April 18th**, exclusive to our top agents, and to our **Industry Insights Mastermind, coming up on June 6th**. We can't wait to see you all there!

Lastly, a very warm welcome goes out to our newest *Long Island Real Producers* preferred partners, **Barrister Land LLP/Bank & Bank PC, Cardinal Financial**, and **Peter Fecht Moving**. Your expertise enriches our community, and we're eager to embark on this journey together!

If you have questions, comments, suggestions for us on feature stories, event locations, or anything related to this community, please don't hesitate to reach out to me personally.



With gratitude,

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



KRISTIN BRINDLEY
ENTREPRENEUR, CONNECTOR, PUBLISHER

FOOD FOR THOUGHT

What was the luckiest thing that has ever happened to you — and what were the circumstances around it?



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& Top Agents

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JUNE 6, 2024



Location TBD

2023

BY THE NUMBERS

HERE'S WHAT LONG ISLAND'S TOP 500 AGENTS SOLD...

10,348



TOTAL TRANSACTIONS

\$9.8 BILLION
SALES VOLUME

6,042 LISTING SIDE
TRANSACTIONS



4,307 BUYING SIDE
TRANSACTIONS



**\$19.7
MILLION**

AVERAGE
SALES VOLUME
PER AGENT



20.7
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LONG ISLAND Real Producers' LAUNCH PARTY

FEBRUARY 8, 2024

Our *Long Island Real Producers* Launch Party on February 8th was an absolute blast! A big shoutout and heartfelt thanks to our amazing community! It was an honor gathering together at the historical Frank Brush Barn in Smithtown for great conversations while enjoying wine and champagne, along with refreshing punch and the delicious culinary offerings provided by Felico's Catering.

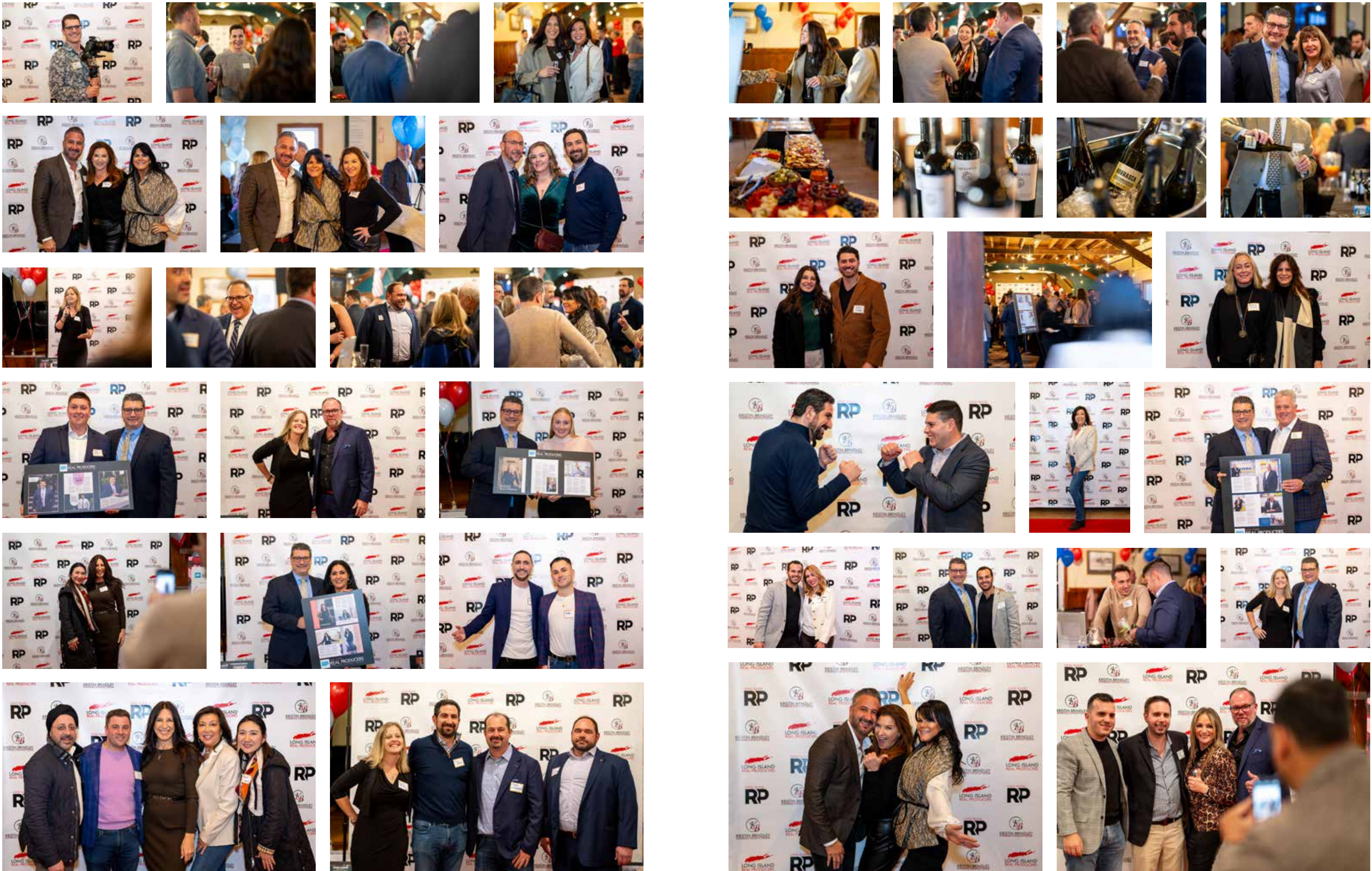
A very special thank-you to our kind sponsors, **Meadowbrook Financial Mortgage**, as well as **Citizens Bank**, **C2G Environmental**, **Liberty National Title**, **Hall Lane Moving** and **Maffucci Moving & Storage**, as they made the event possible! We had a wonderful time connecting with Long Island's best of the best!

A special shout-out to the amazing **Chris Basford** and **Frank Urso, of Dynamic Media Solutions**, for flawlessly capturing the essence of the party through their exceptional photography and videography.

We hope you had a fantastic time mingling with top-notch agents, industry visionaries, and fellow professionals in an atmosphere that creates opportunities for invaluable networking and forging meaningful connections vital for the growth of your business. We deeply value your unwavering support and eagerly anticipate a continued partnership filled with success. Cheers to more incredible gatherings and events like these!

For more information on all Long Island Real Producers events, please email us at info@longislandrealproducers.com.







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» partner spotlight

Photos by Chris at Dynamic Media Solutions

EXTERMICORE

“People will forget what you said, people will forget what you did,
but they will never forget how you made them feel.”

—Maya Angelou

Blaise Ingrisano, CEO of Extermicore Inc., says the above quote by Maya Angelou continues to inspire him as he strives for excellence in the pest control industry.

Blaise’s career began with a passion for helping people, and his commitment to providing phenomenal customer service has been the bedrock of his success.

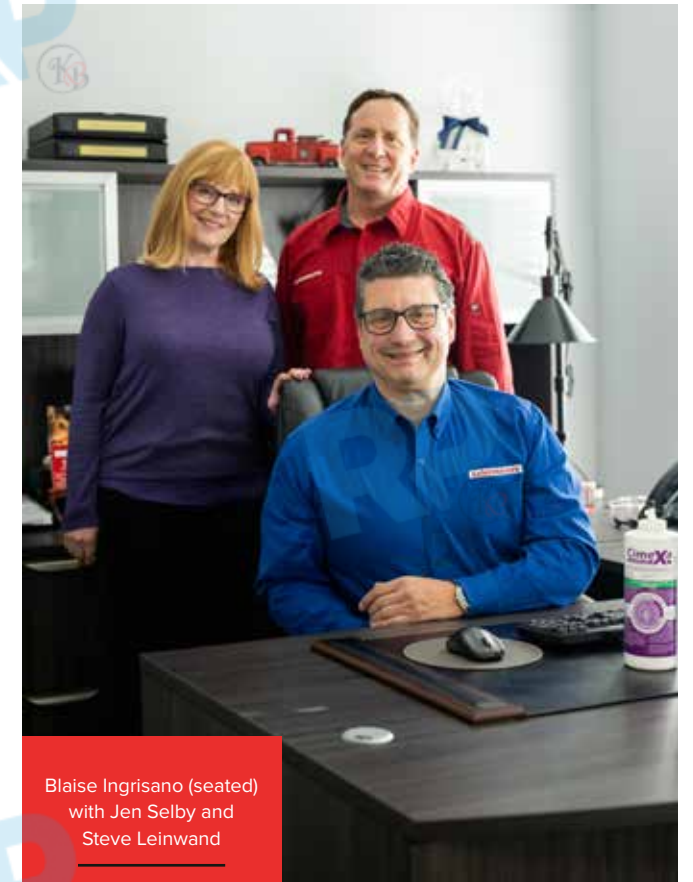
CRAFTING A PEST-FREE LEGACY

In 2008, amidst the upheaval of the banking crisis and the Great Recession, Blaise found himself on a journey of self-reinvention, after working on the floor of the New York Mercantile Exchange for Refco, Drexel, Merrill Lynch, and Citigroup for 24 years. This transformative period led him to the home inspections and pest control industries. Starting in 2012 with termite inspections, Extermicore gradually expanded its services under his leadership. The company’s commitment to prioritizing clients’ needs garnished it a stellar reputation, ultimately requiring the addition of a dedicated team to meet the growing demand.

Situated in Nassau and western Suffolk counties, Extermicore has positioned itself as a reliable partner in pest management. With a team of eight dedicated professionals, the company ensures prompt and effective solutions for its clients.

Blaise points out that Extermicore’s success is not solely attributed to its comprehensive services but also to its dedicated team of professionals. Steve Leinwand, their lead residential technician, focuses on ensuring customer satisfaction. Nate Stockbridge, their systems strategist, oversees day-to-day operations and spearheads growth initiatives. Jen Selby, their financial manager, brings values, diligence, and insight. Martin Bilz, their lead commercial technician, treats each account with dedication and loyalty, and Elvin Tolosa and Mitch Knezevic are crucial in handling day-to-day operations, phones, scheduling and sales, forming the backbone of Extermicore’s operational efficiency.

“What the whole team and I find most fulfilling is helping people. It sounds cliché, but it’s true,” Blaise shares. “One of our core values is to ‘have a servant’s heart.’ We want to serve our clients to the best of our abilities every day.”



Blaise Ingrisano (seated)
with Jen Selby and
Steve Leinwand

PROFESSIONAL FOCUS

Long Island is home to a significant termite population, with approximately 80 percent of homes sold undergoing termite inspections. Annually, the damage caused by termites amounts to over \$5 billion in structural repairs, with another \$2 billion dedicated to treatment efforts.

“What distinguishes our services is our unwavering commitment to delivering not just thorough inspections, but also effective protection,” Blaise notes. “Our proactive approach aims to minimize reactive responses to live infestations and instead focuses on implementing preventative measures to mitigate swarms or infestations. To do so responsibly, we’ve embraced environmentally friendly solutions, replacing conventional methods of chemical drilling and trenching in favor of termite bait stations and monitoring systems.”



“WE WILL TREAT YOUR CLIENTS WITH THE VERY BEST SERVICE AND A FAIR PRICE.”

Extermicore's lead residential technician, Steve Leinwand, is dedicated to delivering unmatched pest control service and customer satisfaction.



“Within our real estate wood-destroying insect division, we prioritize speed, affordability, and efficacy, offering customizable plans that can be tailored to individual needs. These plans extend beyond termite control to provide comprehensive coverage against other pests, such as mosquitoes, fleas, and ticks. This proactive approach translates to significant cost savings through length of homeownership.

“Today’s newer homeowners also prefer the industry’s broader shift towards Integrated Pest Management (IPM), moving away from reactive, chemical-based extermination methods towards sustainable and holistic pest control practices. Integrated Pest Management is a benefit to the real estate agent as it helps to safeguard property values with an environmentally conscious approach, ensures safety and hygiene for residents, and helps mitigate potential legal liabilities all while promoting environmental sustainability.”

For top-producing real estate professionals seeking an exceptional pest control partner, Extermicore offers a distinctive commitment to excellence.

“We will treat your clients with the very best service and a fair price,” Blaise asserts. “We know we are a direct reflection of the people who refer us, and we do not take that lightly. “We always strive for perfection, and if something is not right, we will correct it for the customer and referring parties,” he adds.

FAMILY LIFE

At the center of Blaise’s life is a close-knit family that has flourished over 30 years of marriage to his wife, Christine. His family includes four children: Noelle (28), Jillian (25), Sabrina (19), and Anthony (17). Their household is further energized by the presence of two lovable labradoodles named Max and Penny.


“Our favorite thing to do is be together as a family on Fire Island.

We have been going there since 2013; there is something to enjoy there for everyone,” Blaise offers.

Outside of work, Blaise has also cultivated a love for pickleball, having taken up the sport last summer. Despite a demanding schedule, his favorite way to unwind is in his family’s company, who share a passion for cooking.

The path ahead is an exciting adventure for Blaise. On a personal note, the coming year holds the prospect for him and Christine of being empty nesters, marking a significant adjustment in the Ingrisano family’s dynamics. Meanwhile, on the professional front, the vision for Extermicore is one of continuous growth, centered on delivering unparalleled service to their valued clients.

“Extermicore is not a typical pest control service,” Blaise asserts. “We lead with client needs first. We do not see ourselves as a vendor. We see ourselves as a partner.”



FOR MORE INFORMATION ON EXTERMICORE’S PRODUCTS AND SERVICES, CALL BLAISE AND HIS TEAM AT 516-584-5007.



PAUL LICARI



» rising star

Photos by Chris at
Dynamic Media Solutions

ON THE RISE



A multifaceted real estate agent, Paul Licari has a passion for trading stocks, reflecting a keen interest in the global economy. At Berkshire Hathaway HomeServices Laffey International Realty, Paul's unique perspective, with his capacity to foresee market trends and economic shifts, has become a valuable asset, allowing him to offer unparalleled insights to discerning clients.

STARTING OUT

A Babylon, NY, native, Paul briefly worked in a family-owned pharmacy. He witnessed the complexities of the healthcare system and insurance industry, prompting a shift in career aspirations.

"I worked in a pharmacy as my first job from age 14 to 19. Then, while in college, I got a job at Apple. And while I was working at Apple, I was getting my real estate license," Paul recalls.

Eventually Paul left Apple and went all in on real estate in 2019, with the help of some wonderful mentors.

"I never would have thought that I'd be an agent. Then, I met Michael Pesce and Ron

Lanzillota by sending emails to high-end agents because I was alone and had no idea what I was doing," he admits. "I wanted to just learn from someone, and Mike and Ron were the ones who answered."

QUICK RISE

Paul's new career quickly gained momentum as he navigated the intricacies of the market. His results, last year, were impressive; he achieved nearly \$10 million in total volume over seven closed transactions. Undeterred by market challenges, he now sets his sights on surpassing previous achievements, aiming for \$15 million in projected volume in 2024. Alongside these aspirations, Paul's professional accolades speak volumes, including his recognition as one of LIBOR's Top 20 Under 40 in 2021.

"Real estate is everything because, even now, I still have the same goals of wanting to own rental properties. My girlfriend loves to design, and we've always talked about wanting to do a flip together. She's also in real estate, so every part of my life is pretty much real estate," he shares.

Drawing from his own experience, Paul offers invaluable advice to budding top producers in the real estate industry.

"You set yourself apart when you come across as a consultant instead of a salesperson," he notes. "Because the truth is, all

“

WITH REAL ESTATE, IT'S VERY EASY TO FORGET THE FACT THAT YOU'RE YOUR OWN BOSS WITH YOUR OWN SCHEDULE.

”

homeowners dislike salesmen... They don't like to feel that they're dealing with one. So try to talk to them on a level that explains what's going on, why you think things could go this way, and also have evidence to back it up.”

ANCHORED IN FAMILY

Paul shares a life filled with meaningful connections and common interests with his girlfriend, Gianna, adding that one day soon, he hopes she will become his fiancée.

Their shared love for cooking further solidifies their bond. Paul's household also includes two beloved dogs from his time living with his mother: Leah, a golden retriever and German shepherd mix, and Luke, a Labrador mix, were both North Shore Animal Rescue rescue dogs.

Outside the office, Paul's dedication to fitness shines through, with early morning gym sessions five days a week and scenic trail walks with Gianna.

“But I also love binge-watching shows, and am currently fixated on “Suits,” he adds with a laugh.

Paul Licari is a rising star at BHHS Laffey International Realty.



Paul Licari and his girlfriend, Gianna



BEYOND THE HORIZON


Looking ahead, Paul envisions a future that combines personal fulfillment with professional success while expanding his real estate portfolio.

“I'm currently looking outside of New York, in Ohio and Arkansas,” he adds. “I want to do that because I think that that would be great for a family in the long run.”

In the short term, Paul is determined to enhance his business's sales by investing in advertising and adopting a strategic approach. As he approaches his 28th birthday in October, Paul foresees an engagement within the next 12 to 18 months, marking another significant milestone.

Looking further down the road, Paul entertains the idea of starting his own brokerage with his partners, also noting the importance of taking the business seriously.

“With real estate, it's very easy to forget the fact that you're your own boss with your own schedule. Of course, I have my heart in it, and sometimes that means emotional decisions ... but it's important to remember to run it as a normal business,” he emphasizes.



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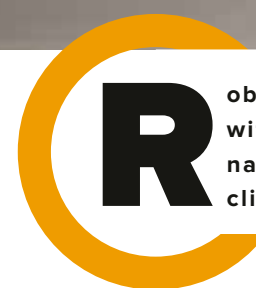
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ROBYN SCHATZ

» cover story

Photos by Chris at Dynamic Media Solutions

PASSIONATE ABOUT REAL ESTATE



Robyn Schatz, a seasoned REALTOR® and associate broker affiliated with Signature Premier Properties, has a 13-year track record navigating the real estate market, consistently performing for her clients while maintaining a deep-seated passion for the industry.

“There was something about the industry that just drew me in,” she says. “I loved the idea of it. Everybody has an interest in real estate... But for me, it was different.”

EARLY BEGINNINGS

After receiving her degree in fashion merchandising from Syracuse University, Robyn’s professional journey led her through various roles, starting as a merchandising coordinator in an international buying office and eventually overseeing operations at a high-end boutique. Subsequently, Robyn embraced the role of a stay-at-home mom. She went through a pivotal period that prompted her to seek a career with greater flexibility, after which she became a title closer.

As a title closer, Robyn had a front-row seat to the end of the real estate transaction. Witnessing the intricate dance of the

deals inspired her to take the plunge and get her real estate license, despite the fact that the real estate market had crashed.

Robyn embraced the dynamic nature of the real estate industry, turning challenges into opportunities. Her decision to enter the field, despite the uncertainties, reflects her unwavering commitment to being an integral part of clients’ home-selling and buying experiences. Leveraging her diverse skill set, she seamlessly transitioned to become a real estate agent.

During her early years in real estate, Robyn had a valuable partnership with Linda Cawley, a mentor who became her business partner for eight years. Together, they achieved the title of #1 Partnership at Signature Premier

Properties every year. Now a solo agent, Robyn's performance has been nothing but outstanding; she achieved over \$30 million in total transaction volume last year. She has consistently been a Diamond Circle Award winner, the top level at Signature, and was just named the number two agent in the Dix Hills office and the number four agent in the entire company of over 1,600 agents.

Robyn values the relationships as much as the transactions. Long after a deal is done, she stays in the lives of the people she has worked for and continues to be a resource for them in many ways. "The referrals I get from past clients mean the world to me," she shares. "I'm very aware of the dual nature of real estate transactions — the financial aspects, as well as the emotional components at play. I am there to help my clients navigate every step of this journey."

BEYOND THE OFFICE

Robyn shares her joy in family life, married to husband, Frank, and spending time with her three grown daughters. With a set of 29-year-old twins, Hannah and Brittney, and a 19-year-old, Callie, Robyn says she and Frank are enjoying being empty nesters but cherish spending time

“
**REAL ESTATE
IS NOT A
ONE-HOUR
EPISODE OF
REALITY TV.**



Robyn Schatz is a Realtor with Signature Premier Properties.

with their growing family (Hannah is getting married to her fiancé, Zack, this summer.)

In her spare time, Robyn has been exploring the game of golf and enjoys playing canasta and pickleball, as well as indulging in a good book.

"I'm trying to explore more of a work-life balance", she notes with a smile. "But as the saying goes, when you love what you do, you never work a day in your life."

ENVISIONING THE FUTURE

Looking ahead, Robyn has no plans to retire from real estate any time soon, adding she will remain committed to ongoing learning. Inspired by her 90-year-old practicing attorney father, she aims to emulate his enduring passion for his profession.

Expressing a desire to "keep working and keep learning,"

Robyn emphasizes each transaction brings new insights. Striving for a balanced life, she aspires to live fully while excelling in her career.

Robyn's advice to up-and-coming agents lies in the power of authenticity; she underscores the importance of genuine passion and enthusiasm in building lasting client relationships. "You can't fake that!" she exclaims. Robyn also urges newcomers to recognize the sacrifices required for success. "Real estate is not a one-hour episode of reality TV," she quips.

"There are two things that I live my life by and that I tell my children, friends, and people I meet," Robyn concludes. "The first one is, you're never too old to reinvent yourself. Secondly, if you find something you love to do and it makes you happy, success will come."



From left to right: Frank, Brittney, Hannah, Callie, Robyn

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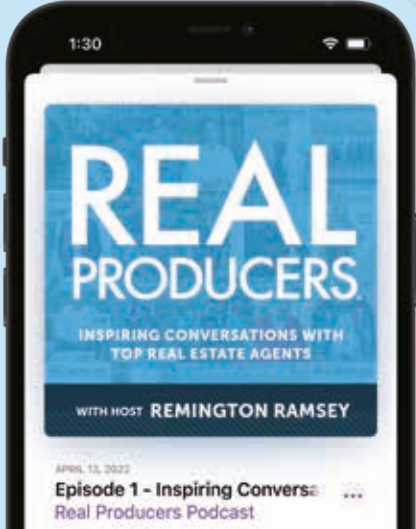
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