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Daniel S. Glaser joined the Herzog Law Firm in January 2020 after spending 11 years managing his own law firm. Daniel concentrates his practice on residential and commercial real estate representing buyers, sellers, and lenders. Daniel has a unique ability to keep everyone calm in stressful situations and believes this helps keep many transactions proceeding smoothly toward the closing table. Daniel understands that purchasing and selling real estate is one of the biggest transactions that clients will embark upon, and he is honored to guide them through every step of the way.

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# PUBLISHER'S NOTE

*Capital Region Real Producers,*

I hope you're all feeling the good vibes! Recently, we came together as a community for our Hoops and Handshakes event (yeah, those gatherings that spark magic!). The energy of sharing and growth was nothing short of inspirational.

The questions we ask ourselves truly shape our journey. So, let me throw a couple your way: What's your biggest hope for this year? Who are you becoming, and what epic achievements will we be toasting to on December 31, 2024?

Mark your calendars for our Industry Insights Mastermind on June 13th! It will be a blast; we can't wait to hang out with you all. We are excited to continue growing our community with amazing people.

As we soak up the joys of May, here's a little Irish blessing for you all: May the road rise up to meet you, may the wind always be at your back, may the sun shine warm upon your face; may the rain fall soft upon your fields and until we meet again. May God hold you in the palm of His hand.

Happy May!



**Kristin Brindley**  
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► legal hotline

By Erin P. DeLancey, Esq.

- **INVEST IN TRAINING:** Realtors should continually educate themselves about technological advancements to stay competitive.
  - **ENHANCE ONLINE PRESENCE:** Building a robust online presence is crucial for attracting more clients in the digital age.
  - **ADOPT A CLIENT-CENTRIC APPROACH:** Improving communication and tailoring services to meet client needs can significantly enhance the client experience.
  - **COLLABORATE WITH TECH-SAVVY PARTNERS:** Partnering with technology providers can streamline the adoption of new tools and platforms.
  - **STAY INFORMED ABOUT REGULATORY CHANGES:** Keeping abreast of legal and regulatory changes affecting digital transactions is essential for compliance and smooth operations.
- Conclusion: A Digital Future**  
The digital transformation in real estate, propelled by innovations like VR tours and blockchain, is not just a passing trend but a fundamental shift in the industry's modus operandi. Realtors can leverage these technologies to enhance their listings, streamline transactions, and significantly improve client communication. This positions them as forward-thinking professionals in a competitive market. The future of real estate is unequivocally digital, and by adapting to these changes, realtors can secure their success and maintain relevance in the ever-evolving industry landscape.



Erin P. Delancey is a practicing attorney and a published author with a strong background in real estate law. She graduated from the Roger Williams School of Law in 2016 and was admitted to the Bar in 2017. Erin specializes in residential and commercial real estate as a member of the boutique law firm Rohan & Delancey, PC, located in Albany, New York.

# Emerging Real Estate Technologies: NAVIGATING THE DIGITAL TRANSFORMATION

Real estate is undergoing a significant metamorphosis driven by rapid technological advancements. These innovations are not merely changing; they're revolutionizing how real estate transactions are conducted, properties are showcased, and realtors and clients interact. Technologies such as virtual reality (VR) tours and blockchain are at the forefront of this revolution and are instrumental in digitalizing the sector. This article delves into how these emerging technologies offer REALTORS® unprecedented opportunities to elevate their listings, optimize operations, and enhance client experiences, thereby navigating through digital transformation with finesse.

**Virtual Reality: A New Dimension in Property Showcasing**

Virtual Reality has emerged as a game-changer in property presentations. It allows clients to embark on a 360-degree exploration of properties from the comfort of their homes. This immersive technology enables prospective buyers to visualize spaces as though they were physically present, a feature particularly advantageous in the global market where in-person visits might not always be feasible. VR tours make listings more dynamic and engaging and save significant time and resources by minimizing the need for physical showings.

This efficiency broadens the market reach, attracting a more diverse pool of buyers, including those from distant locales or international markets.

**Blockchain: Revolutionizing Real Estate Transactions**

Blockchain technology is gradually carving its niche in the real estate sector by providing a secure, efficient, and transparent mechanism for handling transactions. Its decentralized nature ensures a more reliable and tamper-proof ledger, facilitating quicker transactions, diminishing the risk of fraud, and enhancing record-keeping processes. Blockchain simplifies the transaction process by reducing paperwork and the time required to close deals, bolsters security with its nearly impenetrable record of transaction history, and fosters transparency through an immutable record of property ownership and transactions.

**Strategies for Embracing Digital Transformation**

Realtors must embrace and integrate these technologies into their daily operations to thrive in this digitally evolving landscape. Several strategies can facilitate this transition:



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▶ partner spotlight

By Isabella Browne Lorcher  
Photo by

# MICHAEL GALLITELLI

## METROLAND PHOTO

TALENTED, EXPERIENCED, AND AN EYE FOR BEAUTY

Michael Gallitelli has been a photographer for 45 years, viewing and creating stories and memories through his work.

“I see things that maybe a lot of people don’t take in,” he explained. “I’m a very visual person. I see an opportunity in everything I see. To me, a photograph is a memory of sorts.”

Michael’s first career choice was architecture, and being a photographer was not how he imagined his life when he was a young man. However, after a college semester studying architecture, he decided that classroom learning wasn’t where he was meant to be. He went on a road trip to discover what he wanted to do next in life.

That road trip eventually took him to Florida, where he ended up living with a friend. It was there that he first began developing his photographic eye. His friend returned from serving in Germany with all types of camera equipment and encouraged Michael to experiment with them.

Michael sent the photos to his parents back home, to which they replied, “Oh, nice postcards!”

Michael corrected them, “I actually took them.”

When Michael heard positive feedback about his work, seeds were planted that would lead him down a decades-long career path.

“I have always been a visual person, and I try to capture whatever is in front of me with a creative touch,” he explained.

No matter where Michael goes, he sees an opportunity in everything he views. He knows that planning a photograph rarely works out the way you hope it will, but sometimes the unexpected leads to excellent results.

Fortunately, Michael knows how to capture the underlying essence of what he sees.

“Nine times out of 10, what you’re envisioning isn’t what’s in front of you,” he remarked.



“

I HAVE ALWAYS BEEN A VISUAL PERSON,  
AND I TRY TO CAPTURE WHATEVER IS IN  
FRONT OF ME WITH A CREATIVE TOUCH

*Metroland Photo*  
Michael Gallitelli, Photographer



“  
STARTING WITH THE SURFACE DETAILS DOWN TO  
THE REAL SUBSTANCE OF MY SUBJECTS,  
I USE THIS INFORMATION TO BRING OUT  
THE BEST OF EACH PORTRAIT I TAKE.

Eventually, Michael moved from Florida back to the Capital Region to help his parents. When Michael initially moved back to the Capital Region, he thought about going back to college. He tried to enroll at the Rochester Institute of Technology, but there was a waiting list. Instead, Michael decided to purchase books, meet people in the industry, and teach himself how to be a professional photographer. It was a bold choice, but one that ultimately paid off.

Since then, he has built a life, a business, and is married with three children. Michael's wife, Nancy, is his biggest supporter, and the pair have been married for 39 years. Their daughter works on Broadway, one son works for Homeland Security in Montana, and another son is an architect for a Clifton Park firm.

After about three years of apprenticing for different local photographers and honing his skills, Michael met Peter Iselin, a publisher who owned the much-beloved Metroland Magazine.

"I met a lot of people in clubs and, you know, had a great time," Michael remembered. "I didn't make a lot of money — but I met a lot of people."

Through his contacts from the Metroland, Michael worked for The Entertainment Book, another local staple packed with coupons for local businesses and entertainment. Michael's specialty was fine dining and restaurants. His commercial photographs were so exceptional that he was sent all over New England — from Rochester, Buffalo, and the Hudson Valley region to Connecticut and Vermont.

Michael has retained his commercial expertise even as he has expanded his photography range. He now runs his own photography business:

Metroland Photo, specializing in commercial, architectural, equine, and wedding photography.

Michael's wedding photography is particularly notable in its photo-journalism approach.

"This candid, unobtrusive style allows me to expertly shoot hundreds of pictures which record the emotion and fun naturally as it unfolds," he explained.

His attention to detail, storytelling, and capturing organic moments and memories is apparent throughout his work.

"I take the time to listen to the stories my clients tell," Michael said. "Starting with the surface details down to the real substance of my subjects, I use this information to bring out the best of each portrait I take."

According to Michael, sometimes his photography range has been met with push back by the photography community in New York City.

"In Manhattan, you're either a food photographer or a wedding photographer — you're not both," he noted.

Michael has no interest in being pigeonholed by other people's categorization of his work and stays true to his art in whatever form his photography takes. Despite the challenges that Metroland Photo has experienced as a small business during COVID-19, Michael's love of photography has not been dampened.

Metroland Photo is a business driven by a creativity that withstands adversity. When asked about his upcoming goals, Michael replied, "I plan on continuing what I am doing with the same passion and enthusiasm as I had when I started."





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# Jessie Reamer

REDEFINING SUCCESS WITH A HEART



Meet Jessie Reamer, a dedicated REALTOR® with a genuine passion for her craft. Jessie has a heart for both the industry and the people she serves, and her primary goal is securing the best deals for her clients in the Capital Region. Her expertise in home flipping and renovation and her unwavering commitment to client satisfaction make her the top choice for those seeking success in real estate transactions.

## STARTING OUT

Jessie Reamer's journey to becoming a prominent figure in the real estate domain is shaped by a deeply personal narrative and a profound connection to her community. Raised in Clifton Park, NY, Jessie's roots run deep in the Capital Region. She graduated from Shenendehowa Central School in 2005. Before becoming a Realtor, she devoted herself to raising her two boys as a stay-at-home mom.

Life took an unexpected turn in 2018 with the sudden loss of her mother, her closest confidante. Struggling through the depths of grief and depression, Jessie emerged with a newfound appreciation for life's brevity and the importance of cherishing every moment.

As her boys grew more independent, Jessie felt the pull to re-enter the workforce. With a natural inclination toward helping others and a penchant for interpersonal connections, real estate beckoned as the perfect fit. From her own experiences as a home-buyer, Jessie recognized the potential and opportunities within the industry.

"Real estate has always been a passion of mine," Jessie shares. "When searching for my own home, I realized the opportunities and potential in this industry, and it suited who I was. Real estate combined with my circle of influence and connections within the community seemed like a perfect fit for my future," she explains.

When Jessie joined Core Real Estate, she found a platform to fulfill her





dreams and aspirations. After joining the Core, she co-founded the “Ryan & Reamer Team” alongside Ryan O’Hare, pooling their expertise to optimize real estate services across the Capital Region. While Ryan focuses on sales from Latham to Albany, Jessie’s expertise lies in the Clifton Park to Saratoga area.

Just recently, Ryan and Jessie have moved their combined forces with the Oxford Property Group, expanding their reach and enhancing their ability to serve clients with even greater resources and opportunities.

Beyond her role as a Realtor, Jessie’s ambitions extend to entrepreneurship. Real estate has not only empowered her to pursue her passion but has also enabled her to realize her dream of owning a business. She ventured



Burn Boot Camp in Clifton Park

into the fitness industry with her sister, purchasing Burn Boot Camp in the Clifton Park community.

Moreover, Jessie’s real estate achievements are nothing short of impressive. In 2023, she facilitated transactions totaling \$3,098,100 across ten properties, showcasing her adeptness in the market. She aims even higher this year, targeting a projected volume exceeding \$14 million. She was also

awarded the Spotlight Agent Award in 2021 at Red Door Realty NY and was recognized by the Women’s Council of Realtors Capital Region for marketing contributions. With her track record and dedication, Jessie continues to set new standards of success in the real estate industry.

**BALANCING LIFE**

When Jessie Reamer isn’t busy making real estate dreams a reality, she’s cherishing precious moments with her family. With two energetic boys, Bryce (16) and Levi (9), Jessie’s household is always buzzing with activity. Bryce, described as caring, funny, and athletic, shares his mom’s passion for sports and adventure, while Levi, outgoing, adventurous, and silly, keeps the laughter flowing.

Together, they embrace an active lifestyle, whether dining out, hitting the trails for a hike, tossing a football, shooting hoops, or splashing around in the pool.



“When I am not showing houses, I usually work out at my gym or get together with friends. I love meeting new people and making connections,” Jessie reveals.

For Jessie, life is about balancing work, family, and personal pursuits while embracing the joy of each moment spent with those she loves.

**FUTURE FOCUS**

Looking ahead, Jessie is guided by a steadfast commitment to personal and professional growth. She is driven by a powerful ethos encapsulated in her favorite quote: “There will never be a right time. Stop waiting and start doing” by Mel Robbins. For Jessie, success transcends mere numerical achievements; it’s about making a meaningful impact in the lives of others.

Looking to the future, Jessie sets her sights on personal and professional milestones.

Professionally, she’s determined to achieve financial freedom by becoming debt-free while continuing to



Levi and Bryce

expand her presence in real estate and the fitness industry. In the short term, her goal is to reach a sales volume of \$14 million in 2024 with her real estate team and surpass 500 members at the gym she co-owns with her sister.

Beyond professional ambitions, Jessie hopes to leave a lasting legacy for her children, Bryce and Levi, and instill a sense of pride in their mother’s achievements.

As Jessie’s real estate journey evolves, she shares a fundamental piece of advice for up-and-coming top producers.

“My biggest advice is to dig into who you are and what you’re good at and use that to help leverage your business. Be yourself!”





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# Jillian BRECK

EMPOWERING  
CLIENTS & SHAPING  
FUTURES



Jillian Breck shines as a rare gem in the industry. Transitioning from corporate America, her journey is extraordinary. With a passion for helping others, she blends experience and empathy, guiding clients toward their dream properties. Jillian's unwavering dedication and top-tier service make her a prized asset.

## Realizing Real Estate

Jillian's career path is a testament to the power of seizing opportunities and embracing change. A SUNY Albany graduate with an MBA in Financial Management and Estate Law, her journey through various sectors, including banking, retirement

consulting, and wealth management, has been marked by a relentless pursuit of knowledge and a drive to help others secure their financial futures.

Starting her professional journey at Bank of America, she obtained FINRA licenses (series 6 & 63), and acquired her Life and Accidental Insurance license in New York. She also held various roles from 2001 to 2008. In her most senior role as the AVP of Premier Banking and Investment Services, she closely worked with high-net-worth clients to offer deposit, credit, and investment solutions, managing 300 individual relationships with \$500 million in assets under management. This experience

inspired her to start her journey in the stock market at 20 and purchase her first home by 23.

"I started investing in real estate in my early 20s," Jillian recalls. "I became deeply intrigued by the promising opportunities of renovating homes and selling them for profit. Despite my interest, the idea of venturing into a commission-only business seemed too risky, so I hesitated to take the leap."

Transitioning from 2008 to 2013, she joined Milliman as a Retirement Plan Communication and Education Consultant, traveling across the country to educate plan participants on the importance of their 401k plans. Passionate about empowering people to save and invest for their future, she pursued various designations through the American Society of Pension Professionals and Actuaries (CPC, QKA, QPFC, QPA).

From 2013 to 2018, she contributed her expertise to Ayco, a Goldman Sachs company, as a Relationship Manager. Specializing in designing Financial Wellness solutions for Fortune 100 and 500 companies, she collaborated closely with clients to promote, educate, and maximize the value of their company-sponsored Benefit Plans. Concurrently, she pursued the Project Management Professional designation, further enriching her skill set.

In 2019, she joined a mid-sized CPA firm with plans to become the Director of Retirement Services at BST & Co. However, the unexpected turn of events in 2020 proved to be the catalyst for Jillian's transition to real estate. Amidst the upheaval of the COVID-19 pandemic, her role was eliminated. At this crossroads, Jillian decided to take a leap of faith.

"When my department was sold amidst the Covid pandemic, and job opportunities in corporate America



“  
Stay **COMMITTED**,  
keep pushing forward,  
and never lose sight of  
your goals, even when  
obstacles arise.  
”

became scarce due to the shutdown, I found myself at a crossroads. It was then that I learned a reality show was coming to town. With nothing to lose, I decided to audition for the show. To my surprise, I was selected, but there was a catch: I had to obtain my real estate license within two weeks,” Jillian adds.

Jillian then embarked on a new adventure, obtaining her real estate license in fourteen days and diving headfirst into a fiercely competitive market. Leveraging her diverse skill set acquired over two decades in the financial industry, she quickly became a top-producing agent with Coldwell Banker Prime Properties.

Focusing on Saratoga, Albany, Rensselaer, and Schenectady counties, Jillian has helped numerous homeowners achieve their dreams, closing and pending nearly 120 homes in three years. Last year, she closed an impressive 50 transactions, totaling \$15 million in sales. Looking forward, Jillian aims for even greater success, projecting a volume of \$20 million and targeting 65 transactions this year. She plans to expand her business by forming a team.

Within her esteemed company, Jillian’s accomplishments speak volumes. She boasts an impressive array of awards, including being #1 in Buyer Sales and #2 in Total Closed Units, securing a position as #5 for Gross Commission Income, and being included in the Top 5% for Listing Sold. Her consistent presence among the top performers underscores her mastery of the craft and ability to deliver outstanding client results.

#### Balancing Business

Jillian’s life extends far beyond the confines of contracts and closings. At the heart of her busy schedule lies a cherished family dynamic.

Family holds a central place in Jillian’s heart. Married to Chris Breck since 2013, they find immense joy in raising their nine-year-old daughter, Cassidy. Whether exploring new experiences or cherishing quiet evenings at home, they savor the closeness they share. Their household is further enriched by Trevor, a lively yellow lab who brings endless affection and vitality to their days.



meaningful difference in the lives of children and families facing adversity. She is also the events chair of the Women’s Council of Realtors.

#### Looking into the Future

Jillian Breck’s gaze toward the future is filled with purpose, balance, and a dedication to making a positive impact. With a commitment to personalized service and her role as a real estate matchmaker, Jillian envisions a future where every client finds their dream property and realizes their aspirations.

In the near future, Jillian plans to expand her expertise, strengthen relationships, and find fulfillment in all aspects of her life. Professionally, she aims to reach new milestones, explore exciting opportunities, and contribute significantly to her field. Her long-term aspirations include building a team, maintaining a healthy work-life balance, fostering personal development, and giving back to her community.

Beyond work, Jillian indulges in theater, karaoke, skiing, golf, and museum visits. She has a surprising love for the ocean despite a fear of sharks.

“One of my favorite pastimes is immersing myself in the world of theater, attending live performances of musicals,” Jillian shares.

“Karaoke nights with friends also hold a special place in my heart, offering a fun and lighthearted way to unwind and express myself. I also find great pleasure in exploring museums, delving into art, history, and culture,

which never fail to inspire and captivate me,” she adds.

“Additionally, I prioritize self-care activities such as pampering myself with hair treatments, nail care, and rejuvenating massages. Taking care of my well-being allows me to recharge and approach life with renewed energy and positivity,” Jillian admits.

Moreover, Jillian actively supports charitable organizations outside work, such as Make-A-Wish and Ronald McDonald House. Through her involvement, she seeks to make a

In conclusion, Jillian Breck offers valuable advice to aspiring top producers in the real estate industry.

“My advice is to prioritize mentorship from established top producers, select the brokerage that aligns best with your goals, and maintain a strong work ethic characterized by perseverance and determination. Success in any field demands consistent hard work and resilience in facing challenges. Stay committed, keep pushing forward, and never lose sight of your goals, even when obstacles arise.”



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