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MAY 2024



# BARRY PALEY

*“Leading by Example”*

## A VISIONARY DEDICATED TO GIVING BACK LEADING WITH PURPOSE AND DRIVING EXCELLENCE IN REAL ESTATE

Barry Paley is not just a licensed real estate associate broker; he's the driving force behind Team Paley, renowned within the Keller Williams ecosystem for his expertise and leadership, and an investor among multiple market centers. As one of the top 200 Mega Agents recognized by industry giant Gary Keller, Barry has earned accolades from keynote speakers like Tony Robbins, affirming his prominent position in the real estate arena. With Team Paley consistently ranking in the top 1.5% nationwide, Barry's commitment to excellence shines through in every transaction.

What sets Team Paley apart is their dedication to core values: excellence, innovation, and client satisfaction. His team distinguishes itself with a rich tapestry of diversity—linguistically, generationally, and culturally—placing adaptability at the forefront. This strategic focus empowers them to navigate the dynamic real estate market with agility, consistently staying ahead of industry shifts.

Their diverse team brings a wealth of perspectives and skills to the table, ensuring optimal results for every client. From luxury properties to assisting first-time home buyers, they handle a wide range of transactions with finesse. Specializations in areas such as solar initiatives, estate planning, and complex transactions like 1031 exchanges further solidify their expertise.

But Barry's leadership doesn't stop there. He invests in his team through mentorship programs and skill-building workshops, ensuring that each member can flourish in their roles. Hope Paley, the Marketing Director, adds value to client experiences through RealtyLeagueVideoze, their in-house marketing company specializing in drone footage and lifestyle videos. Meanwhile, Lucas Paley, as Director of Sales, brings invaluable guidance to the team.

In 2024, Barry continues to share his wealth of knowledge through speaking engagements, empowering fellow agents to thrive in the new frontier of real estate. Taking his class on the road “How to be a Disrupter in your Market and Market Center as a Solo Agent or Team.” As an interim Operating Principal, he fosters a culture of collaboration and innovation within market centers, reflecting Team Paley's commitment to collective success.

Barry Paley's dedication to uplifting the real estate community goes beyond his own endeavors. It's a testament to the ethos of Team Paley—a commitment to excellence, growth, and supporting others along the way.



### Scott Shapiro

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516-857-3838 • sshapiro@nmbnnow.com

### Adam Shapiro

Loan Officer | NMLS# 1907108

### Justin Shapiro

Loan Officer Assistant

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# AWARD WINNING LOAN OFFICER Rajin Ramdeholl

## REVOLUTIONIZING REAL ESTATE FINANCE – NON-QM LOANS REDEFINE POSSIBILITIES!

In the dynamic realm of real estate finance, innovation is the heartbeat of progress, and one name stands out in reshaping possibilities – Rajin Ramdeholl, the Senior Vice President of Fluent Mortgage. In an industry where adaptability is key, Ramdeholl has been at the forefront of championing Non-QM Loans, heralding a new era in mortgage excellence. With an acute understanding of the evolving real estate landscape, Ramdeholl recognized the limitations of traditional lending and spearheaded the integration of Non-QM Loans into Fluent Mortgage's repertoire.

Under his leadership, Fluent Mortgage has become a trailblazer, providing realtors and mortgage professionals in their expanding network across numerous states with a powerful tool to meet the diverse needs of their clients. Non-QM Loans, guided by Ramdeholl's strategic vision, offer a bespoke approach to lending, acknowledging the nuances and complexities of each borrower's financial profile.

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*  
Senior Vice President  
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# PUBLISHER'S NOTE

*Long Island Real Producers,*

I hope you're all feeling the good vibes! Recently, we came together as a community for our launch party (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 Mastermind Luau on June 6th! It will be a blast; we can't wait to hang out with you all. Also, a huge shoutout to our newest preferred partners, **Nationwide Mortgage Bankers** and **Safe Harbor Inspections!** 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**  
Owner/Publisher

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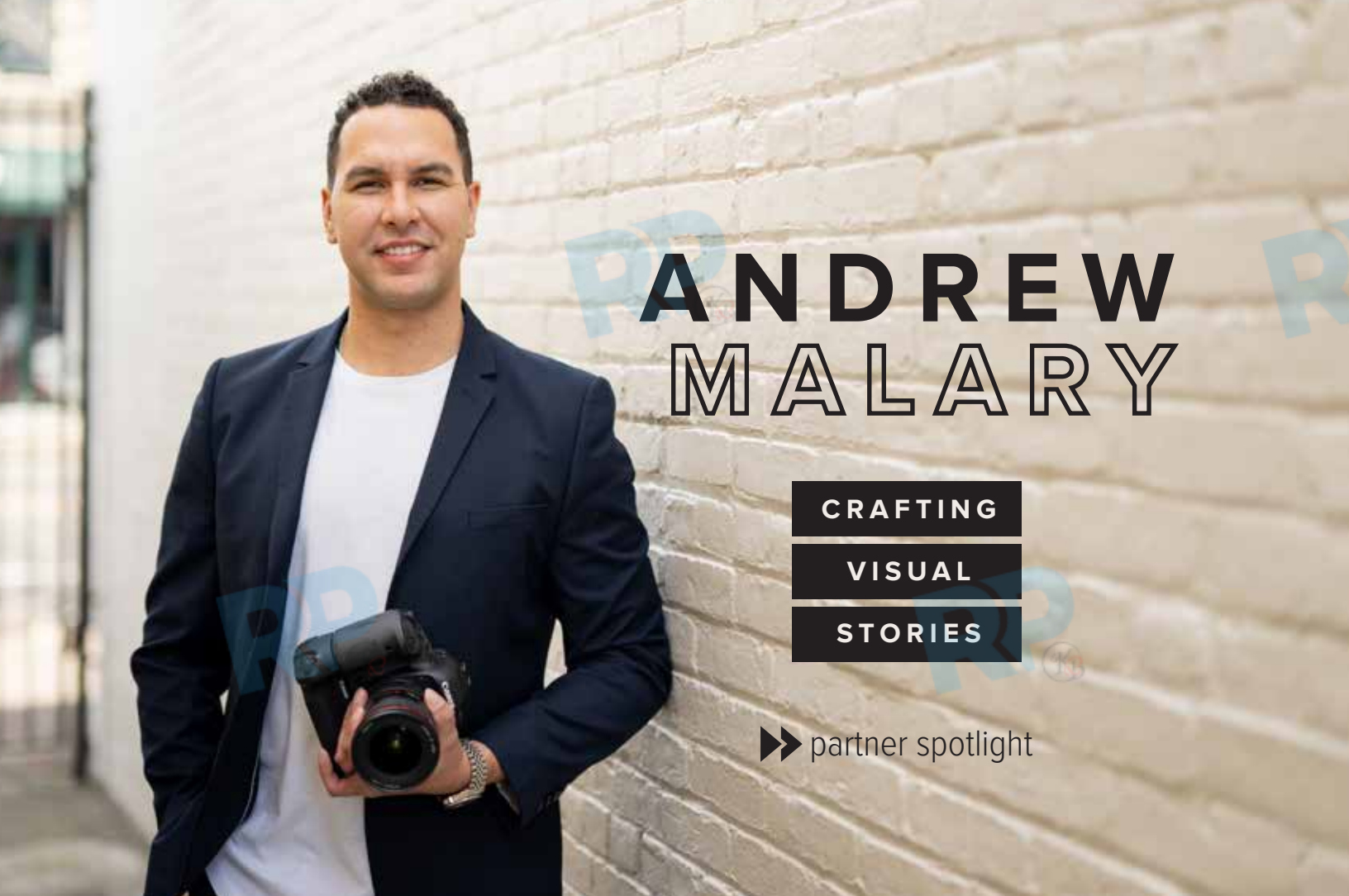
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# ANDREW MALARY

CRAFTING

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STORIES

►► partner spotlight



After completing his business management degree at Farmingdale State College, Andrew immersed himself in social media marketing and studio work. During this time, a friend, newly embarking on a real estate career, asked Andrew to photograph a property listing. This opportunity sparked his interest in real estate photography.

Determined to merge his passion for visuals with the real estate industry, Andrew established his own business.

“I decided I was fully committed to my career and was going to follow my passion. I later started my own business with the help of Famringdale’s Small Business Start-Up Program,” Andrew recalls.

## ANDREW MALARY PRODUCTIONS

In a competitive business world, carving out a niche requires something special. Andrew Malary is proof of this. He is the sole force behind Andrew Malary Productions. With a focus on providing a personal touch, Andrew sets himself apart. Intimately familiar with his clients’ preferences allows him to deliver tailor-made solutions. This dedication to personalized service forms the foundation of Andrew’s business ethos, ensuring each client receives a bespoke experience.

### CHARTING HIS PATH

Andrew’s transition into real estate reflects a journey fueled by passion and adaptability. Growing up in New York, specifically Long Island, Andrew’s early years were filled with a love for the arts. Creativity was a constant companion, from doodling and painting to picking up his first guitar.

As he progressed through high school and college, Andrew’s interests expanded to include music composition and production. He found his niche in the music world by experimenting with recording and mixing. However, during his college years, he discovered a newfound passion for video and photo editing.

“Because of the rise in social media usage at the time, it was easier to share my work and get viewers and feedback,” Andrew shares. “Although I was just doing it for fun, people started reaching out to me and offering me gigs every now and then. That’s when I realized I wanted to improve this skill and upgrade my equipment,” he adds.

“I would go to class during the day and work at night, and whatever time I had in between, I was studying everything I could about photography and videography on the Internet. YouTube was my biggest source of education,” he explains.



BEYOND THE LENS

Andrew is a man of varied interests and profound connections outside his professional endeavors.

Inspired by the words of RX Bandits, Andrew finds motivation in their simple yet powerful message: “Love with all your hearts, and never forget how good it feels to be alive. Strive for your desire.”

At home, Andrew lives with his wife, Jamie, and their faithful companion, Monte, the dog. Together, they delight in travel and culinary exploration, embarking on road trips to discover new horizons and savor unique flavors.

When not immersed in his work, Andrew finds joy in his hobbies, particularly music, photography, and travel. Music was and always will be Andrew’s first love; musicians have always been his most significant influence, and lyrics have always been his light in dark times. They give Andrew the strength to prevail when he needs them most.

“The Soul Rebel Bob Marley and the RX Bandits have taught me to be a free thinker, a leader, to speak out against injustices, to be myself, and to see things more clearly than the herd,” Andrew



divulges. “Drake and Nas taught me to be strong-willed, hustle hard, don’t give up on your dream, and don’t change for anyone; they will respect you more when you rise to the top,” he explains.

Moreover, traveling alongside Jamie fuels Andrew’s passion for photography as they document their adventures together. And amidst the digital age, he maintains a fondness for film photography, relishing its timeless charm and tangible appeal.

In the moments between music, shoots, and travels, Andrew cherishes the simple joys of life, surrounded by loved ones and pursuing his creative endeavors. For him, each day offers new opportunities to explore, create, and appreciate the beauty of existence.

ARTISTIC ENDEAVOR

Andrew Malary Photography is a solo venture dedicated to crafting compelling visual content in Bay Shore. It specializes in creating top-notch images and videos for various industries, focusing on real estate.

As a one-person team, Andrew handles all aspects of the photography process, from capturing moments to post-editing. This unique setup allows him to tailor his work precisely to his client’s needs, ensuring each project reflects their preferences.

For Andrew, the most rewarding aspect of his work is the diverse experiences it offers. Every day presents a new opportunity to engage with captivating stories and reveal the beauty in his subjects, whether they’re buildings or people.

Looking ahead, Andrew remains steadfast in his pursuit of passion and growth. Personally and professionally, he intends to continue doing what he loves while expanding his network.

In the coming years, Andrew envisions further development in his craft, alongside building meaningful connections. His dedication to in-house work sets him apart, ensuring each project is tailored to his client’s needs.



For further information, visit [www.andrewmalary.com](http://www.andrewmalary.com) or contact Andrew at [andrewmalary@gmail.com](mailto:andrewmalary@gmail.com) or 516-865-3086.





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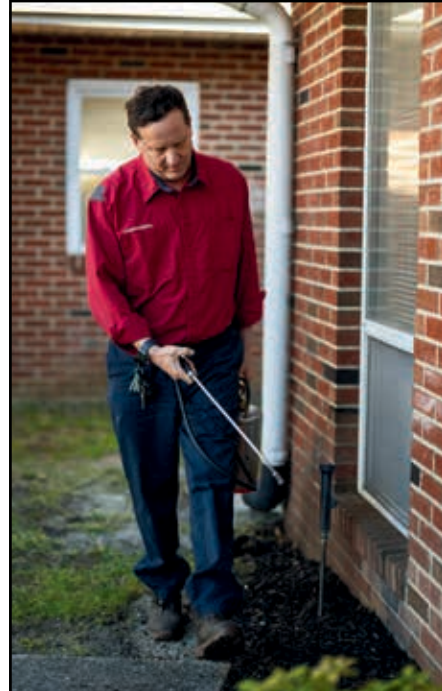
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## TURNING TRIALS INTO TRIUMPHS

**K**im Holland is a remarkable individual who has faced extraordinary challenges with determination and resilience. She's a tenacious fighter who has overcome incredible challenges in life. Kim is also a dedicated Associate Broker under Keller Williams Realty Elite. She brings her unwavering commitment and passion for excellence to every client interaction. Her story is one of perseverance and tenacity, navigating challenges with grace and emerging stronger every step of the way.

### INTERSECTION OF ROOTS

Kim's journey is one of resilience, determination, and a relentless pursuit of excellence. Born and raised in Massapequa, Kim's path took an unexpected turn when she was diagnosed with Hodgkin Lymphoma at the tender age of 24. Despite facing the formidable challenges of continuous cancer treatment to this day, Kim's spirit remained unbroken. She pursued her passion for education, graduating from SUNY Oneonta with a Bachelor's in Elementary Education and embarking on a career as a teacher.

Her teaching journey led her to PS34 on Ave D and 12th in New York City, where she devoted herself to shaping young minds in 4th grade and providing essential reading support. However, the relentless nature of her illness required a shift away from teaching, leading her to explore opportunities in the hospitality industry.

"I had to leave teaching and focus on my treatment again, and then I had a second Bone Marrow Transplant," Kim recalls. "When I

### ➤ agent spotlight

By George Paul Thomas  
Photos by Chris at Dynamic Media Solutions

could work again, I switched gears and worked in hospitality as a corporate trainer and restaurant consultant, which gave me flexible hours to continue working on my health," she adds.

"My health never improved, and I struggled to maintain jobs while being in and out of the hospital."

Kim's unbeatable work ethic and commitment to excellence throughout her career earned her accolades and recognition in the hospitality sector. However, her family's longstanding ties to real estate and her desire for greater autonomy and control over her career trajectory led her to make a pivotal decision: to transition into the world of real estate.





## RISING ABOVE

In May 2016, Kim's journey in real estate officially began—a new chapter in a remarkable life defined by resilience, determination, and an unwavering commitment to excellence.

"I believe that my health struggles have had a significant impact on turning me into a woman who refuses to give up. I found a way to apply my teaching talent to industries it wasn't originally intended for," Kim notes.

Changing brokers and joining Keller Williams Realty Elite in 2020, Kim embraced the challenges and opportunities of the real estate industry wholeheartedly. As a Rainmaker leading The Kim Holland Homes Team, she brings her unparalleled dedication, expertise, and deep-seated commitment to her client's success. For Kim, real estate isn't just a career—it's a fulfillment of her life goals and dreams, offering her the autonomy to work on her terms and the opportunity to make a meaningful impact in the lives of her clients. As part of her love of teaching she always gives her clients a thorough look at the entire process they will undertake buying or selling. Full transparency is an essential part of her business.

Kim stands out in real estate not just for closing deals but for ensuring her clients feel confident every step of the way. In 2023, she achieved \$29 million in sales across 43 transactions, setting a high standard. This year, she aims for even greater success with projections of 70 transactions and \$60 million in sales. Kim's dedication has earned her prestigious awards, including Double Gold in 2020, Triple Gold in 2021, Quadruple Gold award in 2022 and Gold Circle Award in 2023—proof of her unwavering commitment to excellence.

## BEYOND TRANSACTIONS

Kim's journey is as inspiring as her professional success. Married to a man who embraces life with laughter and love, Kim cherishes every moment they share. Their bond is profound, built on a foundation of selflessness and resilience, as they navigate life's uncertainties with unwavering optimism.

Additionally, music fills Kim's life with joy and healing. With a penchant for concerts and dancing, she finds solace and escape in the melodies that move her soul. As beach enthusiasts, Kim and her husband have crafted cherished memories on the shores of Fire Island. They eventually settled into a waterfront home on the open bay in Massapequa, where they were greeted by the breathtaking beauty of sunrises and sunsets every day.

Moreover, Kim is committed to giving back to the community. It is evident through her foundation.

"In 2001, I founded the Hodgkins Foundation to support clinical trial research at MSKCC, which provided me with life-saving treatment options," Kim shares. "Over the years, we organized fundraising events for this cause. While I've had to pause the foundation's events, the original website still serves as a valuable resource for patients, sharing my own experiences. It was a rewarding experience to make a difference in the lives of so many people," she emphasizes.

## LOOKING AHEAD

Kim's perspective is shaped by the wisdom of Vivian Greene's quote: "Life isn't about waiting for the storm to pass; it's about learning how to dance in the rain." Embracing life's inevitable ups and downs, Kim finds strength in

pushing through adversity to reach brighter horizons.

Her dreams are uncomplicated yet deep—to savor precious moments with family and friends, revel in the beauty of her hard-earned home, and, above all, attain good health. In the short term, Kim aims to continue teaching, mentoring, and nurturing her team members. She envisions expanding her real estate reach globally and forging strong referral networks with industry professionals. In the long term, she aspires to cultivate multiple passive income streams, leveraging the opportunities afforded by the real estate industry.

As she reflects on her path, she imparts invaluable advice to up-and-coming agents: "Understand that this is real work. Its discipline consistency and follow-up. It may not happen quickly, but if you surround yourself with successful people and immerse yourself in training and networking, and hands-on experience, then you are sure to rise above the rest."



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I have given dozens of CE lectures over the last few months to hundreds of agents, all with the same concern: they want nothing to do with this new Disclosure Statement!

### Who should complete the Disclosure?

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# DEE DEE BRIX



## cover story

By George Paul Thomas Photos by Chris at Dynamic Media Solutions

Dee Dee Brix is a respected figure in real estate, known for her innovative methods and dedication to quality over her extensive career spanning nearly three decades.

Dee Dee's leadership and unwavering commitment to premium service have earned her widespread acclaim, solidifying her status as a consistent top producer in real estate. Her genuine care, respect and desire to share her experiences with colleagues has also earned her a reputation for kindness among her peers.

### EMBARKING ON A JOURNEY

Before Dee Dee carved her path in real estate, her professional journey unfolded in the corporate world. Having a background as Marketing Manager and National Account Manager at AT&T, and earlier as a sales representative for Xerox Reproduction Centers, Dee Dee honed her sales and management skills. Prior to her corporate roles, she began her sales career selling school supplies across Long Island.

A pivotal life event steered Dee Dee towards her current industry. During a six-year hiatus to prioritize her role as a stay-at-home mom, Dee Dee found herself exploring alternative avenues to earn income. During this time, while selling ad specialty items, a chance encounter with Rick Arnold of Richard B. Arnold Real Estate changed her trajectory. With his sponsorship, Dee Dee got her license, started working with buyers and sellers, and was hooked.

For Dee Dee, real estate isn't just a career; it's a passion. In addition to being able to support her family, real estate resonates with Dee Dee's desire to assist others and forge lasting connections. Her vibrant energy, thirst for knowledge and continuous improvement are a perfect fit for the ever-evolving realm of real estate.

"Real estate has enabled me to provide for my family, putting my children through college,"







volume of \$31 million with over 20 transactions, with projections for similar success this year. Leading a team of seven agents known for their integrity and skills, Dee Dee fosters a culture of mutual support, growth and success.

While her accomplishments speak volumes, Dee Dee's journey is not solely defined by numbers. Her transition to Compass was not driven by the allure of contests or accolades but by the promise of a supportive culture built on "collaboration without ego". This ethos resonates deeply with Dee Dee, even though she held the esteemed title of #1 Producer at Berkshire Hathaway Home Services Laffey International for 2021, rising to the top echelon of BHHS agents nationwide. She enjoys the non-competitive mutual respect and support among her Compass colleagues.

**BALANCING CAREER AND PERSONAL LIFE**

When Dee Dee isn't working, she cherishes time with her family. With three grown children – Harrison (39), Samantha (36), and Michael (33) – and three grandchildren, aged 17 months to 7 years, family reunions in Florida are a highlight.

Outside of family, Dee Dee stays active. She considers herself a health nut, loves Pilates and recently discovered the joy of Pickleball.

Dee Dee explains. "I don't feel like I'm working; I'm genuinely interested in all facets of real estate and I love helping people, staying connected long after a closing. I'm a high-energy person, always seeking to learn and improve, and real estate has provided that opportunity for me."

The most fulfilling aspect of Dee Dee's work lies in her profound impact on people's lives. Guiding clients through transitions and receiving their gratitude as they embark on new chapters fills her with immense satisfaction. Dee Dee's dedication extends beyond individual transactions; she finds joy in nurturing her team, fostering a culture of support and growth essential for success in the personal and dynamic world of real estate.

**PROFESSIONALISM AND SUCCESS**

Dee Dee is a Licensed Associate Broker and Principal of The Dee Dee Brix Team at Compass Greater New York's Locust Valley office. Last year, she achieved a total



"I also love art and visiting museums, and I'm passionate about music and watching dance, especially ballet and West Coast Swing on Instagram," Dee Dee admits. "I enjoy listening to books on Audible and am excited about traveling. Italy is next on my bucket list," she explains.

Alongside personal pursuits, Dee Dee remains committed to her community, supporting causes like the Coalition to Save Hempstead Harbor and the Nassau County Museum of Art. For Dee Dee, success means balancing family, fun, work, and making a difference.

**LOOKING AHEAD**

Dee Dee's approach to life and work is guided by positivity and empathy. Her definition of success goes beyond personal achievements, focusing on making a difference and nurturing meaningful connections.

In the future, Dee Dee aims to continue learning and innovating in her profession, working smarter to serve her clients better while cherishing quality time with loved ones. Ultimately, she seeks to leave behind a legacy as a respected broker, emphasizing the importance of maintaining enduring relationships with those who matter most.

Dee Dee's advice to up-and-coming top producers is invaluable, given her status and expertise. She stresses the importance of creating well-defined business plans tailored to individual team members to set clear goals and strategies. Dee Dee also underscores the significance of a curated CRM system and personalized action plans, ensuring a tailored approach to important contacts and clients.

"I encourage my team to take advantage of the amazing coaching provided by Compass."

**FUN FACT**

*Dee Dee loves making videos for her properties to use on social media and her property websites. Her son, Michael Brix, produces real estate videos for her as well as for other agents.*  
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