

LONG ISLAND

REAL PRODUCERS[®]

CONNECTING. ELEVATING. INSPIRING.



KENNETH HIRSCH

Unstoppable Climb To Success

RISING STAR

MICHAEL BERMAN

AGENT SPOTLIGHT

KAREN ROTH MAY

NOVEMBER 2024



Power Partners in Real Estate & Financing

Fast Home Loan Pre-Approvals. Efficient Closings.*

- First-time homebuyers
- Non-QM loans including: (bank statement, debt service & asset qualifier loans)
- ITIN & foreign national loans for non-US citizens
- Reverse Mortgages
- Flexible credit score requirements
- Jumbo and investment loans
- Down payment assistance & specialty program
- Conventional, FHA & VA loans
- FHA 203K loans
- USDA rural home loans

*(All programs are based on eligibility.)

Here For All Of Your Real Estate Needs

- Represents Buyers and Sellers
- Make and Negotiate Prices
- Contract and Deed Support
- Property Value Research
- Market Properties
- Host Open Houses



Ready To Learn More?
Contact Our Team Today!



Adam Shapiro
Loan Officer | NMLS 1907108

3 Huntington Quadrangle, Suite 403N
Melville, NY 11747
Cell: (516) 459-7476
Email: ashapiro@nmbnow.com
Web: nmbnow.com/ashapiro



TEAM SHAPIRO



Nationwide Mortgage Bankers, Inc. (NMB), doing by NMB Home Loans, Inc. in the states of AL, AZ, GA, IL, IA, KS, LA, MN, MT, ND, OK, PA, SC, SD, TX, WV and as NMB Home Loans in KY and MA | NMLS# 819382 | (www.nmbconsumeraccess.org) 3 Huntington Quadrangle, Suite 403N, Melville, NY 11747 | (833) 700-8884 | www.nmbnow.com. NMB is in no way affiliated with Nationwide Mutual Insurance Company. All loans are subject to credit and appraisal approval. Not all applicants may qualify. Some products and services may not be available in all states. NMB is not acting on behalf of or at the direction of FHA/HUD/USDA/VA or the federal government. This is an advertisement. Licensed under the California Finance Lenders Law by The Department of Financial Protection and Innovation #60DB073939 | Georgia Residential Mortgage License | MA Mortgage Lender License #ML819382 | Licensed by the N.J. Department of Banking and Insurance | Licensed Mortgage Banker - NYS Banking Department | Rhode Island Licensed Lender | Licensed by the Virginia State Corporation Commission. Additional state licensing information can be found at <https://nmbnow.com/disclosures-and-licensing/>.



NEXT-GEN POWER PLAYERS

MEET THE DYNAMIC DUO SHAKING UP THE MORTGAGE INDUSTRY
AT MEADOWBROOK FINANCIAL MORTGAGE BANKERS CORP.

FRANCESCO ANCONA

MORTGAGE LOAN ORIGINATOR | NMLS #2285132
Direct: 516.544.5393 | fancona@mfbankers.com
www.mfbankers.com/francesco-ancona

Ancona's journey in the mortgage industry is nothing short of remarkable. Armed with a wealth of knowledge across Conventional, FHA, and VA loan programs, Francesco's expertise is unparalleled. His immersion in real estate transactions from a young age, alongside his father, laid the foundation for his exceptional understanding of the housing market.

Graduating magna cum laude from the University at Albany with a bachelor's degree in business management, Francesco's academic prowess is matched only by his dedication to his craft. Joining the esteemed team at Meadowbrook Financial Mortgage Bankers Corp., he swiftly established himself as an indispensable asset. What sets Francesco apart is his unwavering commitment to client service. From Montauk to Manhattan, he goes above and beyond, ensuring that clients receive personalized assistance tailored to their needs.

Francesco Ancona isn't just redefining mortgage mastery; he's setting a new standard for comprehensive, client-focused service in the New York market.



GABRIELE NICOLO

MORTGAGE LOAN ORIGINATOR | NMLS #1766990
Direct: 516.833.8473 | gnicolo@mfbankers.com
www.mfbankers.com/gabriele-nicolo

Nicolo epitomizes the new wave of talent in the mortgage industry. Raised in an environment steeped in mortgage expertise, his family's legacy inspired his own journey into the field. Armed with a business degree from Molloy College, Gabe seamlessly integrated into the prestigious team at Meadowbrook Financial Mortgage Bankers Corp. upon graduation, which led to the ability to showcase his natural aptitude and dedication.

With a robust five-year tenure, Nicolo has become synonymous with excellence in client service, guiding numerous individuals towards their dreams of homeownership. His approach focuses on going above and beyond for clients, with clear communication and a strong effort to speed up the closing process. Recognizing the gravity of the financial decisions his clients face, Nicolo ensures they are well-informed every step of the way, providing clarity and reassurance.

Nicolo isn't just redefining mortgage excellence; he's setting a new standard for compassionate, client-centric service.



1600 STEWART AVE, SUITE 701, WESTBURY, NY 11590 | NMLS #177308



Certain restrictions apply. For qualified borrowers. All borrowers subject to credit and underwriting approval. Legal ©2024 Meadowbrook Financial Mortgage Bankers Corp. NMLS #177308 (www.nmbconsumeraccess.org), 1600 Stewart Ave, Suite 701, Westbury, NY 11590, 800.959.8992. Francesco Ancona: Licensed by the N.J. Department of Banking and Insurance. Licensed Mortgage Banker-NYS Department of Financial Services; Ohio Residential Mortgage Lending Act Certificate of Registration #RM.805089.000. Gabriele Nicolo: Licensed by the N.J. Department of Banking and Insurance. Licensed Mortgage Banker-NYS Department of Financial Services.

TABLE OF CONTENTS



06

Index of Preferred Partners



10

Publisher's Note



14

Rising Star: Michael Berman



18

Agent Spotlight: Karen Roth May



22

Event Recap: Moonlight Masquerade



26

Cover Story: Kenneth Hirsch

Cover photo courtesy of Chris of Dynamic Media Solutions.



Long Island Real Producers
@realproducerslongisland



Long Island Real Producers
@realproducerslongisland

 Citizens

Ready to meet the home financing needs of all your clients.



At Citizens, we recognize that helping your clients find their ideal home can be a challenge. Backed by our financial strength, we're prepared to make their search for the right financing easier with a variety of loans to meet their individuals needs including:

- Fixed and adjustable-rate mortgages
- Jumbo loans
- Affordable home loan programs for first-time homebuyers
- Condo and co-op financing
- Second home & Investment property loans
- Construction-to-Permanent financing, including renovation loans
- Physician home loans
- Wealth relationship discount pricing

With more than 25 years of experience helping individuals and families achieve homeownership, David is ready to provide the professionalism and expertise to lead your clients from application to closing.



David Goldklang

NMLS ID# 86601

Senior Loan Officer

Cell: 917-757-4957

David.goldklang@citizensbank.com

lo.citizensbank.com/dgoldklang



Mortgages are offered and originated by Citizens Bank, N.A. (NMLS ID# 433960) All loans are subject to approval. Equal Housing Lender. 2253506_HL24_MortgagePrintAd

LONG ISLAND REAL PRODUCERS. CONNECTING. ELEVATING. INSPIRING.

WANT TO BE FEATURED AS A RISING STAR?

OR KNOW SOMEONE WE SHOULD FEATURE?

- ★ Five 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 to request to be featured, please email info@longislandrealproducers.com or visit www.longislandrealproducers.com!



This section has been created to give you easier access when searching for a trusted real estate affiliate. Take a minute to familiarize yourself with the businesses sponsoring your magazine. These local businesses are proud to partner with you and make this magazine possible. Please support these businesses and thank them for supporting the REALTOR® community!

ATTORNEY

**Barrister Land, LLC/
Bank & Bank, P. C.**
(516) 877-5050
BarristerLand.com

Diamond Law Group
(516) 770-7720
DiamondLawGroup.com

**CLOSING GIFTS
Strategic Gifting**
(313) 971-8312
StrategicGifting.com

**CPA/ACCOUNTING
Palmetto, Mollo, Molinaro
& Passarello, LLP**
(631) 761-8989
info@pmmplp.com

**HOME INSPECTION
Inspecticore, Inc.**
(631) 366-2776
Inspecticore.com

Safe Harbor Inspections
(631) 275-8080
SafeHarborInspections.com

INSURANCE

**HUB International
Northeast Limited**
(516) 396-8342
HUBInternational.com

**The Zabbia
Insurance Agency
Rob Zabbia**
(516) 799-3800
ZabbiaAgency.com

**MOLD REMEDIATION
Healthy Home Services**
(516) 206-1600
HealthyHomeServices.com

**MORTGAGE
Citizens Bank
David Goldklang**
(917) 757-4957
DaveGoldklang.com

**Cliffco Mortgage Bankers
Ryan Riddle**
(516) 408-7300
CliffcoMortgage.com

**Meadowbrook Financial
Mortgage Bankers Corp
Rajin Ramdeholl**
(516) 537-8942
MFMBankers.com/
loanofficers/Rajin-Ramdeholl/

**Nationwide
Mortgage Bankers
Adam Shapiro**
(516) 459-7476
NMBnow.com/Adam-Shapiro/

**MOVING & STORAGE
Hall Lane Moving
and Storage**
(800) 425-5526
Hall-Lane.com

Maffucci Moving & Storage
(631) 842-6400
MaffucciMoving.com

Peter Fecht Moving
(516) 581-7629
peterf@laneoffice.com

**OIL TANK ABANDONED
AND REMOVAL
C2G Environmental
Consultants**
(631) 414-7757
C2G.us

PEST CONTROL

Extermicore
(516) 584-5007
Extermicore.com

**PHOTOGRAPHY
Dynamic Media Solutions**
(631) 923-1464
DynamicMediaSolutions.com

**PHOTOGRAPHY/
VIDEO PRODUCTION
Andrew Malary
Productions, LLC**
(516) 865-3086
AndrewMalary.com

**TITLE SERVICES
Barrister Land, LLC/
Bank & Bank, P. C.**
(516) 877-5050
BarristerLand.com

Liberty National Title
(631) 923-2957
MyTitleBill.com

**WEALTH MANAGEMENT
Silver Spring Capital**
(973) 434-9130
SilverSpringCap.com



Discover
the True
Cost of
Home
Buying

Explore Title Costs and Potential Savings at Every Step!
Equip your clients with essential information about title fees from the start of their home buying journey.

Our Services Include:

- Transparent Fee Breakdowns: Clear, detailed explanations of all costs.
- Personalized Support: Dedicated assistance to enhance your client relationships.



Elevate Your Real Estate Services Now!

Learn more at mytitlebill.com
631-923-2957
Patricia@libertytitlecorp.com

MEET THE
LONG ISLAND
REAL PRODUCERS TEAM



Kristin Brindley
Publisher



Blaise Ingrisano
Associate Publisher



Wendy Ross
Operations Manager



Lexy Broussard
Client Relations



Frank Urso
Photographer



If you are interested in nominating REALTORS® to be featured, please email Wendy@RealProducersKBTeam.com.

DISCLAIMER: Any articles included in this publication and/or opinions expressed herein do not necessarily reflect the views of The N2 Company but remain solely those of the author(s). The paid advertisements contained within *Long Island Real Producers* magazine are not endorsed or recommended by The N2 Company or the publisher. Therefore, neither The N2 Company nor the publisher may be held liable or responsible for the business practices of these companies.

NOTE: When community events take place, photographers may be present to take photos for that event, and they may be used in this publication.



To view our magazine online, visit longislandrealproducers.com and look for "magazine" or scan this QR code.
(Password: lirr connecthere)

Allow me to be your legal resource!
Let's set up a time to discuss your questions over coffee!



Save My Contact Info!



Richard Klein, Esq.
Managing Partner
(516) 770-7720

rich@diamondlawgroup.com
DiamondLawGroup.com

5173 Merrick Rd. | Massapequa Park, NY 11762

25 W. Main St. | Smithtown, NY 11787

CHARTING A COURSE FOR YOUR FAMILY AND CLIENTS

At HUB International, we specialize in high net worth insurance solutions designed just for you. Whether safeguarding your family's legacy or your clients' assets, our tailored coverage ensures peace of mind.

Discover personalized protection that fits your unique needs. Call Noah today!

HUB International Northeast
Noah Bank, Vice President
Mobile: 516.840.9898 | Office: 516.396.8342
Noah.Bank@hubinternational.com



Let's chat!
Book time with me!

Homeowners • Auto • Business • Property • Employee Benefits & Life
hubinternational.com



Publisher's NOTE

Hello November, the Season of Gratitude!

As we welcome November, there's a crisp chill in the air and a sense of anticipation as the holidays approach. This is the month of gratitude, a time to reflect on all the blessings we've received throughout the year and to express our appreciation for the people and moments that have enriched our lives.

November is also a time for gathering, for cozying up with loved ones, and for savoring the warmth of home and hearth. It's the

month of Thanksgiving, a perfect opportunity to come together, share stories, and create new memories.

A warm welcome to our newest preferred partner, **HUB International Northeast Limited!** We're delighted to have them join our community and look forward to many fruitful collaborations.

We're thrilled to announce our 2025 event schedule will be released soon! Stay tuned for more details—there will be fantastic opportunities to connect, learn, and grow together.

As we move through November, let's keep this quote in mind: "Gratitude turns what we have into enough." Here's to embracing thankfulness and cherishing the abundance in our lives. Wishing you all a November filled with warmth, gratitude, and joyful gatherings. Happy November, everyone!

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



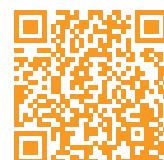
Visit maffuccimoving.com to learn more and get a FREE estimate today.

Moving your family or business is our family business!




MAFFUCCI MOVING & STORAGE
BEKINS
(631) 842-6400

WE'VE BEEN
NOMINATED
Bethpage 6
BEST OF LI
2025




VOTE NOW!
THROUGH
DEC. 15TH




LONG ISLAND
REAL PRODUCERS
powered by TEAM

SAVE THE DATE


2025 MASTERMIND SERIES
WISDOM



2025 MASTERMIND SERIES
WEALTH



2025 MASTERMIND SERIES
WELLNESS



JANUARY 29, 2025 | 9:30 AM-12:30PM | LOCATION TBD

For information on all Long Island Real Producers events, connect with us at info@longislandrealproducers.com.

Coverage for

- HOME
- AUTO
- LIFE
- BUSINESS





REWARDS PROGRAM
Recommend your clients for a quote from us and we'll donate \$10 to our current community cause campaign and send you a \$50 gift card for every person you recommend!

Se habla español.



Robert Zabbia
Agency Owner
(516) 799-3800
ZabbiaAgency.com



SILVER SPRING CAPITAL

Call today for a
COMPLIMENTARY
financial review & plan!

Building wealth takes hard work & passion. So should managing it.

As successful as you are, we know there's still more you want to do. At Silver Spring Capital, we've been helping our clients care for their hard-earned assets for more than 30 years. Find out why so many people trust us to help manage their wealth with the care it deserves.

ROBERT LOPINTO
President & Managing Partner
973-434-9130

ROBERT J. LOPINTO
Director & Senior Financial Advisor
SILVERSPRINGCAP.COM

Silver Spring Capital is a full-service wealth management practice specializing in retirement planning & portfolio management. We offer a variety of services designed to help our clients achieve their financial goals.

Investment products & services are offered through Wells Fargo Advisors Financial Network, LLC (WFAFN), Member SIPC. Silver Spring Capital is a separate entity of WFAFN.

YOUR LOCAL & TRUSTED MOVING RESOURCE

We provide personalized options for big or small moving projects and offer over 28 years of experience in the industry, as well as quick, friendly service.



PETER FECHT

MOVING? I'M YOUR GUY. >> (516) 581-7629

We Target Your Financial Success

with **INNOVATION, INTEGRITY & RESULTS.**

Our experienced team is dedicated to helping you solve problems and find new opportunities for personal, business, and financial success.



CALL TODAY!
 (631) 761-8989
 info@pmmpllp.com • pmmpllp.com



Philip Palmetto
 Managing Partner

Accounting & Auditing • Bookkeeping (Compliance Services)
 Financial Planning • Management Consulting • Tax Services



ANDREW MALARY

Professional Real Estate Photography & Videography | Floorplans | Matterport 3D Tours | Headshots

www.AndrewMalary.com/RealEstate



Scan to save my info!

Each Inspection = Two Island Harvest Meals

Over 30,000 meals provided since 2020. **Together we make a difference.**



Our business is homes, our commitment is community. We are proud to partner with Island Harvest and help "set the table" in homes of our neighbors struggling with hunger, getting food into the hands that need it most.

Thank you!

Our community needs more, and with your referrals, **together we are doing more. Inspecticore. 516.524.0673**



MICHAEL BERMAN

NAVIGATING LONG ISLAND'S LUXURY REAL ESTATE LANDSCAPE

Michael Berman, President of Automatic Real Estate Associates, is no stranger to navigating the intricate world of Long Island's luxury real estate market. With over 18 years of experience, Michael has carved out a reputation for being the go-to expert for high-end properties across the North Shore's Gold Coast communities, particularly Old Westbury, Brookville, Muttontown, and Roslyn. His journey, however, didn't begin in real estate—it was born from a passion for construction and business development, which eventually became the foundation for his thriving real estate career.

From Corporate Interiors to Luxury Real Estate

Before establishing himself as a top-producing Realtor, Michael Berman was immersed in the fast-paced world of construction sales, focusing on corporate interiors in Manhattan. "We worked with some big names—Goldman Sachs, IBM, Louis Vuitton, and Absolut Vodka, to name a few," he recalls. However, after nearly two decades in the industry, Michael found himself at a crossroads when the company he was with began to unravel.

It was then that a fateful meeting with Stewart Senter, a luxury home builder from Old Westbury, redirected his career trajectory. "Stewart needed someone to handle business development, and I was ready for a change. The timing was perfect," Michael explains. Together, they founded Automatic Real Estate Associates in 2008, initially operating out of a construction site office. Fast forward to today, and the

firm has grown into a highly respected brokerage specializing in luxury properties on Long Island's North Shore.

Building a Niche

Michael's success didn't happen overnight. "I didn't want to be one of those brokers chasing deals all over the place. I wanted to specialize," he says, reflecting on his decision to focus on Old Westbury and surrounding areas. This commitment to a specific niche has paid off. His laser focus on North Shore communities has allowed him to build a robust network and reputation as a local expert.

Even as his firm expanded, Michael has remained true to his philosophy of quality over quantity. "I've got a team of 10 agents, and while we're not the biggest agency around, I'm proud of the reputation we've built," he says. His team is encouraged to pursue their own leads wherever they may take them, but Michael's personal focus stays rooted in his niche. "My goal is to be the go-to guy for Old Westbury properties, and so far, it's worked out pretty well. I just completed my 60th sale in Old Westbury."

Navigating Real Estate and Property Management

While real estate is the heart of Michael's business, his background in construction has led him to another side hustle that complements his real estate work—property management. "I got into property management through my construction



contacts. It's steady, guaranteed income, which balances out the ups and downs of real estate commissions," he explains.

Michael's involvement spans everything from managing shopping centers to waterfront estates. One such estate in Kings Point managed by a family he's worked with for years holds a special place in his heart. "The owner is in her 90s, and her daughters brought me in to manage the property. It's been a fantastic fit." The steady nature of property management provides him with a unique balance and flexibility, keeping him active between showings and real estate transactions.

Staying Grounded and Giving Back

Despite his success, Michael remains grounded, attributing much of his career growth to strong relationships with colleagues and clients. "Confidence is key in this business," he says. "I remember one listing presentation where a seller later told me, 'Michael, I'm comfortable with you.' It's moments like that that remind me I'm on the right path."

Michael's firm operates with minimal red tape, which has attracted agents looking for a more flexible environment. "I went from flying solo to having a team of 10 agents. Some of my agents have been with me for over a decade, and that's something I'm really proud of," he shares.

Though Automatic Real Estate Associates is a boutique operation, Michael values the tight-knit nature of his team. "We're not chasing agent headcount. For us, it's all about quality over quantity." This philosophy extends to Michael's long-term vision for the firm. "Sure, we could expand with 30 or 40 agents, but that's not what I'm focused on. My priority is maintaining the integrity of our work and continuing to be the best in our niche."

Outside of work, Michael's family plays a central role in his life. His wife's quip that he'll be working until he's 90 isn't far from the truth. "I wouldn't have it any other way," he laughs. From real estate to property management—Michael embraces the hustle with a sense of humor and relentless drive.

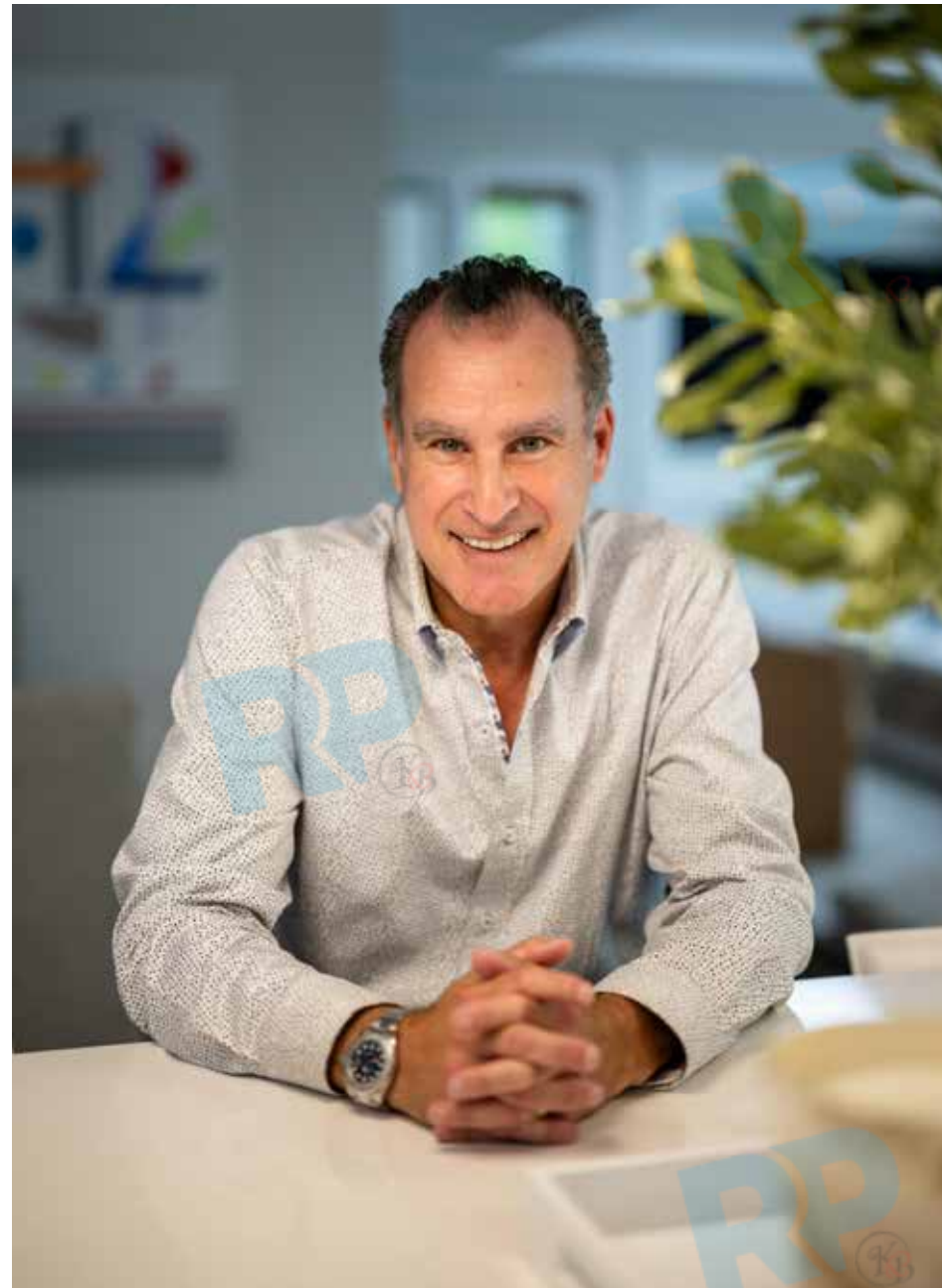
Defining Success

For Michael, success isn't just about closing deals—it's about leaving a lasting impact

on clients and colleagues alike. "It's not about being the biggest agency. It's about being known as a straight shooter and delivering results with integrity," he says. His favorite quote, "Quality over quantity," defines both his professional approach and the values he instills in his team.

As for the future, Michael is open to possibilities but remains focused on delivering the best service to his clients and expanding his expertise in niche markets. "Who knows what opportunities will come next?" he says. "All I know is, whatever it is, I'll be ready."

“
We're not chasing agent headcount. For us, it's all about QUALITY OVER QUANTITY.



READY TO SCHEDULE A CLOSING?

Give us a call! | 516.877.5050
We close titles and perform settlements in all 50 states.

Accommodation recordings/filings
Attorney searches
Business searches
Co-op searches
Fee insurance with TOEPP
Foreclosure services
Last owner/Lien searches
Map certifications
Single and separate searches
Variance searches
Zoning lot certifications

www.barristerland.com

400 Post Ave., Suite 306, Westbury, NY 11590



Karen

▶ rising star

ROTH MAY

SETTING THE FOUNDATION FOR SUCCESS

By George Paul Thomas | Photos by Chris at Dynamic Media Solutions

Karen Roth May's journey into real estate is a story of determination, resilience, and hard work. After moving to Long Beach, New York, during the COVID-19 pandemic, she saw real estate as her next big challenge. "I knew if I put my head down, did the necessary work consistently, and took advantage of every training and education opportunity, I would eventually succeed," she says. With no established connections in the area, Karen approached the industry with focus and commitment, applying lessons from her previous career and passion for the work. Today, she's well on her way to becoming an expert in the field she loves.

A New Chapter Begins

Karen's roots are in Roslyn, Long Island, where she developed a deep affection for the North Shore. After a divorce, she moved with her son, Zachary, to New York City, where she balanced motherhood and ran a boutique recruiting firm in midtown

Manhattan. "I wanted to be home with my son in the evenings. I wanted to get involved in his school and build a community for myself, so Manhattan allowed me to do so," she reflects.

For many years, Karen has placed administrative support staff and

human resources executives in Fortune 500 companies across all industries, honing valuable listening, negotiating, and relationship-building skills. These talents would later serve her well in real estate. "The housing market follows similar cycles as the recruiting market, and the skill set needed for success is the same,"

Karen explains. "Listening to what people want, relentlessly hunting for the perfect place for them to land, and supporting them through the entire process—that's exactly what I did as a recruiter, and it's exactly what I do now in real estate."

In 2020, with her son heading off to Syracuse University, Karen and her husband, Scott, moved to Long Beach. "We fell in love with the entire barrier island," she recalls. It was then that she decided to get her real estate license. "I knew it would be challenging without many deep roots in the area, but I did know with my tireless work ethic and drive, I would figure it out and do well." Real estate felt like a natural fit for her. "I've always loved walking into random open houses, appreciating architecture, and (much to my husband's dismay) watching endless hours of home shows. I knew if I could couple that with my desire to help people through the real estate process, I would not only enjoy it but find success."

Since joining Daniel Gale Sotheby's International Realty in June 2022, Karen's rise has been swift and impressive. Operating as a solo agent out of the firm's Rockville Centre and Long Beach offices, she quickly made a name for herself. Karen attributes much of her rapid learning curve to learning from and partnering with many of the seasoned agents in her office and throughout Sotheby's International Realty.

In her very first year, Karen earned the prestigious Rookie of the Year award. Her momentum continued in 2023 when she achieved the Silver Circle of Achievement and was named the #2 Office Production Leader, #2 Office Listing Leader, and #2 Office Unit Leader. "I've worked hard to reach these milestones," she notes, though she remains humble about her successes. "It's not just about the numbers for me; it's about the relationships I build along the way."

A Peek Behind the Curtain

When she's not working, Karen enjoys spending time with her family and her mini goldendoodle, Schuyler, named after the Schuyler sisters in the musical Hamilton. "I was obsessed with that show," she laughs. "And as I always say, a dog helps to make a house a home."

Travel is another one of Karen's passions. "I love exploring new cities, experiencing different





cultures, trying new restaurants, listening to live music, and attending concerts. And I still love going back into the city whenever I can to see friends and enjoy all that Manhattan offers,” she says.

Karen is also involved in charitable work through her brokerage’s Daniel Gale Charitable Foundation, which supports community efforts across Long Island and New York City.

Building a Lasting Legacy

As Karen grows her business, her favorite quote—”Do something you love, and you’ll never work a day in your life”—guides her every step. “I truly believe if you love what you do and combine it with your natural skill set, success will follow,” she says.

For Karen, success isn’t just about accolades or sales. “It’s about achieving a reputation where clients and peers value me for my dedication, integrity, hard work, and the genuine relationships I make,” she explains. Looking forward, Karen is eager to reach the highest levels of achievement within Daniel Gale Sotheby’s, all while eager to help mentor newer agents at her firm. “I want to help guide them, just as others have helped me,” she says.

On a personal level, Karen’s future includes supporting her son, Zach, as he starts his first year of law school and planning her next travel adventures with her husband, Scott. She also hopes to purchase income-producing property in Long Beach, further deepening her roots in the area she now calls home.

When asked what advice she would give other up-and-coming top producers, Karen emphasizes the importance of support and mentorship. “I think it’s important to find the right broker in your area to work with—a company that will support you, provide training, and offer ongoing education,” she says. “It’s also crucial to learn from other experienced agents at the outset. Finding an outstanding mentor in my office made a huge difference in the trajectory of my real estate career.”

Karen recommends new agents take a proactive approach to their learning. “Go to the office, attend office meetings, and support experienced agents whenever given the opportunity. This way, you’re put in situations where you can learn and grow,” she advises. Networking, too, plays a key role. “Meeting and networking with other agents, both inside and outside your firm, is essential,” Karen says. “On days when I had less going on, I would pop into every open house, learning the inventory and introducing myself to the other agents there.”

Do You Have Listings With Underground Oil Tanks? Don't Let An Oil Spill Ruin Your Deal!

The Average Life Span of an Oil Tank is 20 Years!



Our Experienced Team Can Assist With:

- In Place Underground Oil Tank Abandonments
- Underground Oil Tank Removal & Remediation When Necessary
- Aboveground Oil Tank Removal
- Supply and Install Next Generation Aboveground Storage Tanks
- Oil Tank/Septic Tank locating with GPR (Ground Penetrating Radar)
- 24-Hour Emergency Spill Response
- Phase I & II Environmental Site Assessments
- Soil, Groundwater and Potable Water Sampling



CALL FOR OIL TANK REPLACEMENT PACKAGE PRICING!

Real Producer Special FREE Premium Scheduling
*Call for details & to schedule. Offer available for a limited time.



FREE Estimates!

888-863-2028 • info@c2g.us

Like us on Facebook

FOLLOW US ON Instagram @c2g_environmental



MOONLIGHT Masquerade



OCTOBER 9, 2024

Our First Anniversary Long Island Real Producers Moonlight Masquerade Ball was an absolute blast! It was truly a privilege to come together with our incredible featured agents and valued partners for an unforgettable evening. A special thank-you goes out to our generous sponsors, Meadowbrook, Safe Harbor Inspections, Zabbia Insurance, and C2G Environmental Consultants, whose support made this event possible! We also want to give a BIG thank you

to Il Gufo of Seventh Street in Garden City for graciously hosting us — the atmosphere, food, and cocktails were all phenomenal!

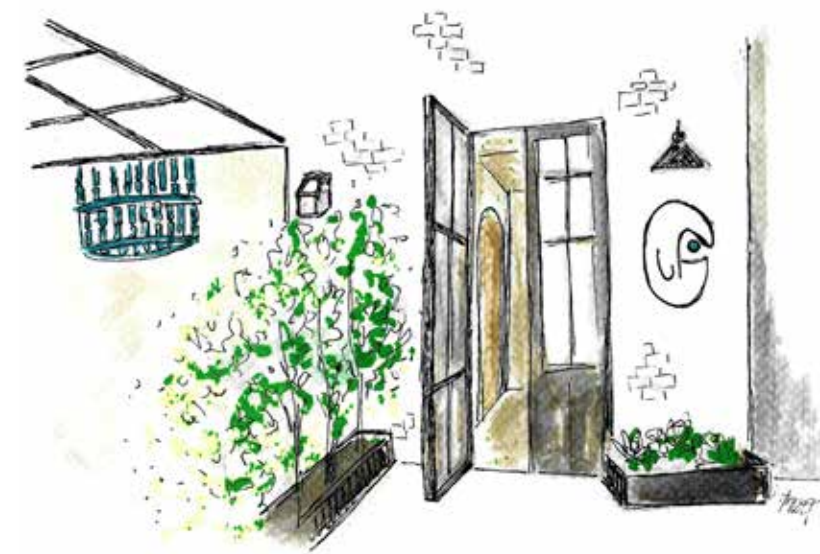
The night was filled with laughter, great conversations, and meaningful connections as we celebrated with the best in the business. Your continued support as partners means the world to us. We couldn't do what we do without your unwavering commitment, and for that, we are endlessly grateful.

Our photographer, Chris Basford of Dynamic Media Solutions, captured plenty of fun memories throughout the evening — we love sharing these moments with you!

Thank you once again for being part of our Real Producers community. We look forward to seeing you at our next event, where we will continue to celebrate success, growth, and connections that last a lifetime!

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



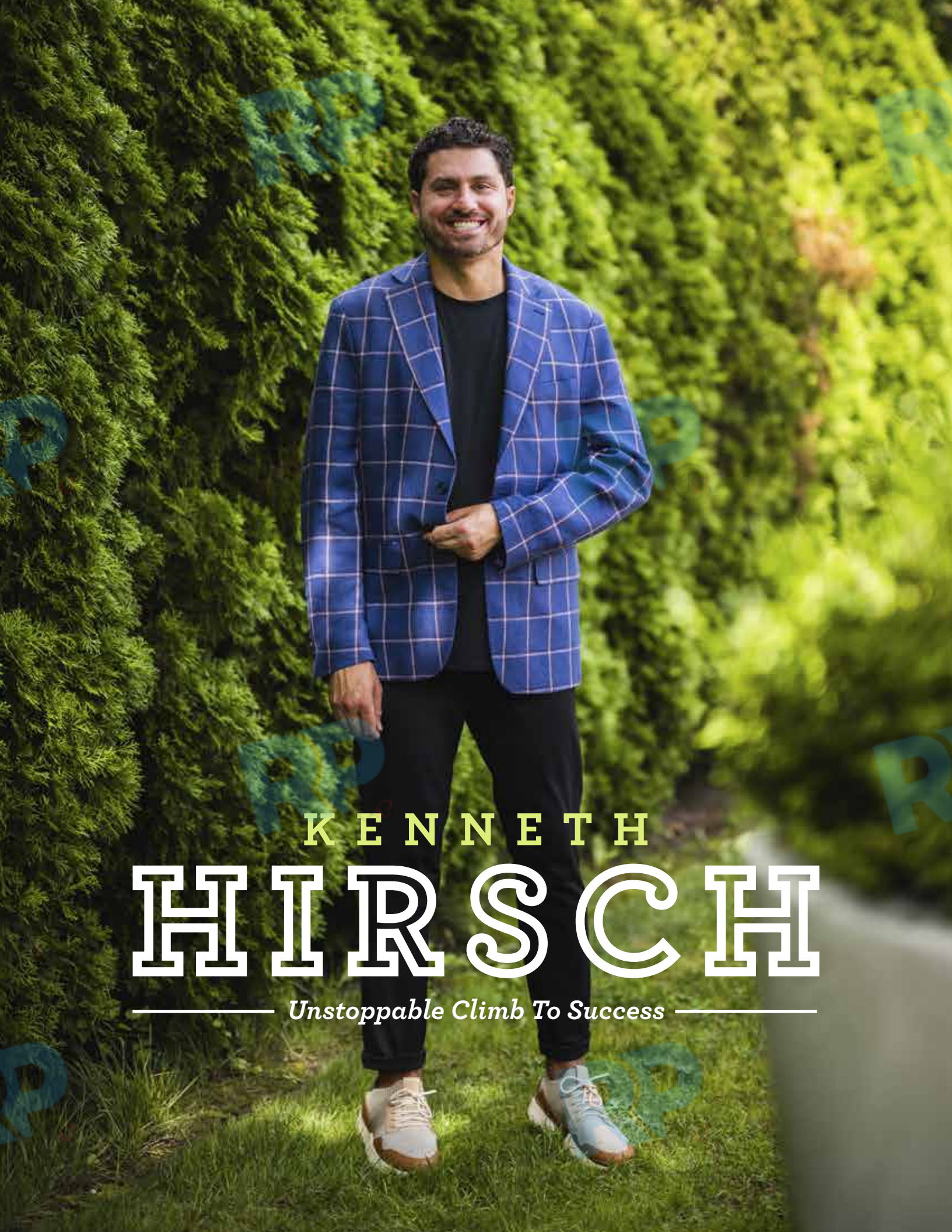


il Gufo

A Huge Thank You to il Gufo!
We want to extend our heartfelt gratitude to il Gufo for their exceptional hospitality during our recent event! The atmosphere, service, and location couldn't have been more perfect. If you haven't been yet, we highly recommend checking them out at their brand-new location!

176 7th St, Garden City, NY 11530
(516) 248-4836

Whether you're planning your next gathering or just looking for an unforgettable dining experience, il Gufo is the place to be!



KENNETH HIRSCH

Unstoppable Climb To Success

cover story

By Amelia Rosewood
Photos by Chris at Dynamic
Media Solutions

When Kenneth Hirsch was told he might never walk again, he defied the odds through sheer determination and perseverance. His journey is a testament to his remarkable strength and resilience. This profound experience instilled in him a strong sense of ethics, perseverance, and a relentless drive to excel. These traits have not only shaped his personal life but have also significantly influenced his professional achievements, making him a standout figure in his career as a REALTOR®.

Charting a New Course

Kenneth was born and raised in Patchogue and now lives in the charming hamlet of Brookhaven with his family. His profound familiarity with Long Island's neighborhoods and his extensive network of local connections distinguish him in the real estate field.

His journey from a BMX rider to a leading real estate agent is a story of resilience and transformation. Ever since, Kenneth has had an adventurous spirit, which eventually led him to become a professional BMX rider. However, a severe spinal cord injury in 2005 changed the course of his life. Kenneth was paralyzed from the neck down and was informed that walking again might be impossible for him. However, through unwavering determination and extensive



“

I truly value my clients and colleagues. I prioritize building strong, long-lasting relationships based on trust and integrity. I also love to sprinkle in a little humor. The connections I make with my clients and mentoring my team keep me going.

”



rehabilitation, he surpassed expectations and regained the ability to walk after six arduous months.

Kenneth's career path took a striking turn in 2017 when he transitioned from a five-year stint in advertising and earlier roles as a sales rep and pro-BMX rider to real estate. He worked for a small boutique agency, Rice Realty Group, for nearly five years. He then joined Compass in June '22 and established The Hirsch Team, a close-knit group of top-tier agents. As the Team Principal, Kenneth's leadership skills are evident in his highly effective team's exceptional service and camaraderie.

In his seven years in the real estate industry, Kenneth has sold nearly 300 homes, with an impressive \$45 million in sales volume and 90 units closed last year. This year, he projects a sales volume of \$55 million. Kenneth's achievements have earned him notable accolades, including the LIBOR/YPN Top 20 Under 40 and Real Trends Verified #41 in New York for small teams by transactions.

Kenneth attributes his success to his entrepreneurial spirit and a deep-seated desire to help others. He notes, "Real estate provides the opportunity to create financial stability and make an impact on the lives of others. My

career aligns perfectly with my outlook on life: putting everything into perspective, focusing on the good, and crushing the day!" He emphasizes the importance of connections and mentoring, which he finds most fulfilling in his work. "I truly value my clients and colleagues. I prioritize building strong, long-lasting relationships based on trust and integrity. I also love to sprinkle in a little humor. The connections I make with my clients and mentoring my team keep me going," he adds.

Beyond Numbers

Kenneth is a car enthusiast who enjoys attending car shows, exploring Long Island's wineries, and traveling. He cherishes time spent with his close-knit

family, including his mother, sister, best friend, and four-year-old daughter, Ruby. Kenneth's personal life is deeply intertwined with his values, and he finds joy in everyday moments with his daughter, whether it's bike riding, visiting playgrounds, or going to the movies.

His family life and interests keep him grounded and motivated. Outside professional work, Kenneth and his team are also involved in various charitable activities, supporting local organizations like the Boys & Girls Club of America and Suffolk Lawmen Softball.

Looking Into The Future

Kenneth's approach to success is succinctly captured in his favorite quote by James Dean: "Dream as if you'll live forever. Live as if you'll die today." For him, success is about mastering his craft and achieving the highest level of performance. "Success to me means being the master of your craft and performing at the highest level you possibly can," Kenneth explains.

Looking ahead, Kenneth aims to remain a beacon of excellence in real estate and continue providing exceptional service. His personal goals include staying healthy and being the best father to Ruby. "From a personal standpoint, I want to continue to prioritize my health and physical well-being and seek the latest treatments, whether physical therapy, breakthroughs in the spinal cord injury space, and being the best father to my daughter. Professionally, I want to continue to shine and help as many people as possible," Kenneth notes.

His story is a testament to overcoming adversity and achieving success through dedication, perseverance, and a genuine passion for helping others. Kenneth's journey is not only inspiring but also a reminder of the power of resilience and the importance of building strong, trust-based

relationships in both personal and professional spheres.

As he concludes his narrative, Kenneth leaves sound advice to emerging top producers: "Don't get caught up in the minutia. Focus on and leverage your connections."

“Success to me means being the master of your craft and performing at the highest level you possibly can.”



This season, ensure your home is for invited guests, not unwanted pests so you can focus on family, fun, and cozy moments.

ENJOY A CLEAN, SAFE, MOUSE-FREE HOLIDAY

with our expert pest control services.



CALL US TODAY FOR PEACE OF MIND FOR THE HOLIDAYS.

exterminicore

A Pest Management Company

516.584.5007

FAMILY OWNED FOR 70+ YEARS & AWARD-WINNING MOVING AND STORAGE COMPANY



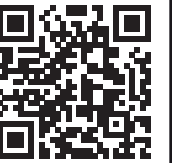
LOCAL & LONG DISTANCE MOVING
PACKING • STORAGE • JUNK REMOVAL



QUESTIONS? GIVE US A CALL!

631-543-6801 | HALL-LANE.COM

Request a **FREE** estimate! →



In Memory of Marilyn Urso 1947-2024

Dear Mom,
Thank you for guiding me through life and always supporting my decisions. After trying out a few other careers you and Dad took me under your wings when I was right out of college and introduced me to the Real Estate world. I immediately picked up a camera and started shooting photos for our listings. Not long after, I told myself I would love to make a career out of this. Fast forward 21 years and here I am shooting for the top brokers on Long Island. I love what I do. You and Dad supported me the whole way as I built a career as a full-time photographer. Your positivity and your love were felt by everyone who knew you. You will be missed by so many, but our memories of you will live on with us.

I'll love you forever.
Your Son, Frank

(631) 923-1464
DynamicMediaSolutions.com



Keeping families safe with NATURAL MOLD REMOVAL SERVICES!



We specialize in
non-invasive mold
and odor
treatments with
natural and safe
products.



Sam Allman
Owner

Call for a **FREE** estimate!

(516) 206-1600
service@hhsnys.com
HealthyHomeServicesNY.com

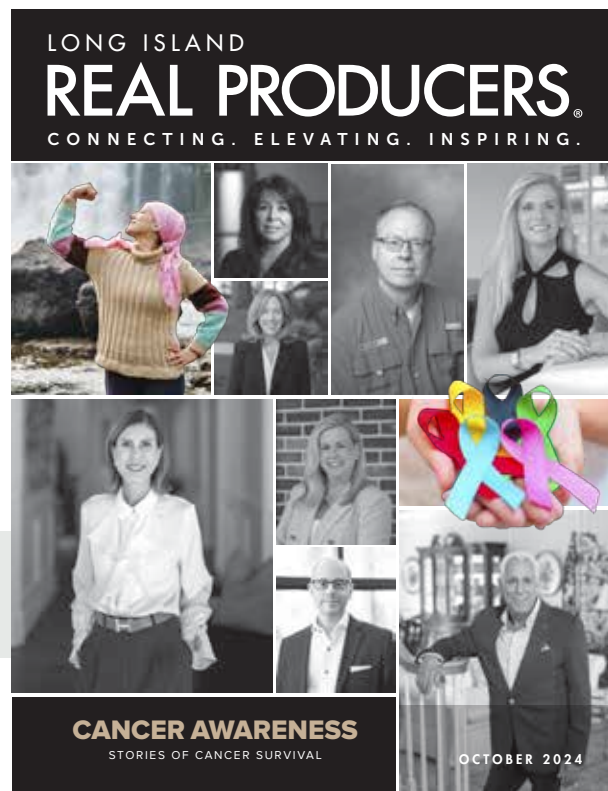


MOLD REMEDIATION • ODOR • AIR QUALITY • DISINFECTION

PRINT ME MORE!

Were you, the team or your business featured in an issue of Real Producers?

Want a copy of your article or full magazines that you were featured in?



REPRINTS!

What the heck is a reprint? A reprint is a four- or 8-page, magazine-quality-grade paper with your full article and photos, and you on the cover of the publication.

WHY DO I NEED THOSE?

These reprints are a professional marketing tool that can help brand you, your team and/or your business.

- Use on listing appointments
- Send out to friends and family
- Send to clients with your holiday greetings
- Brokers, use as recruiting tools for capturing new talent
- Use when farming your favorite neighborhood

WHAT IF I CHANGED COMPANIES OR NEED SOMETHING CORRECTED IN MY ARTICLE?

No worries! We can make any changes needed. We send you a proof, you approve, and then they are sent to you via FedEx.



WHO CAN BUY THESE?

The REALTOR® who was featured, the broker, our partner or family. Anyone who wants to promote you!

HOW DO I ORDER?

Email us at info@longislandrealproducers.com.



SAFE HARBOR INSPECTIONS INC.™

Providing the Most Thorough Home Inspections for Over 20 Years!

Serving Long Island & the NYC area

WE ALSO OFFER MOLD, ASBESTOS, RADON & WATER TESTING!

Over 350 5-Star Google Reviews



"Excellent and fast communication, thorough and efficient service, and overall wonderful company to work with both as a buyer and seller. We have been satisfied customers since 2017! Thank you Safe Harbor." -Leigh C.

Call or Text 24/7
(631) 275-8080
(516) 764-4076

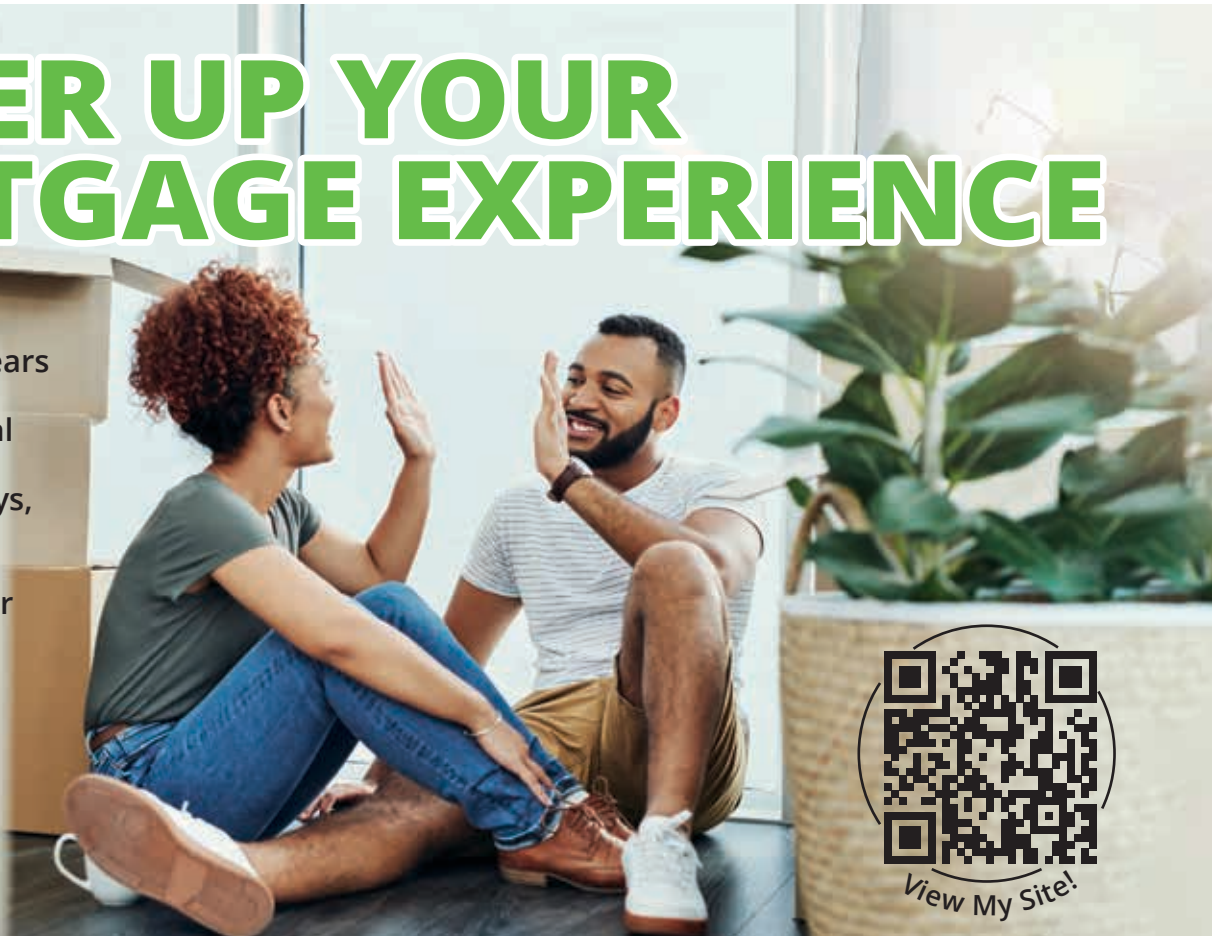
office@safeharborinspections.com
SafeHarborInspections.com



20 YEARS OF
THE N2 COMPANY

POWER UP YOUR MORTGAGE EXPERIENCE

Throughout our 30 years in business, we have earned an exceptional reputation among accountants, attorneys, builders, financial planners, real estate professionals, and our valued clients!



Down Payment Assistance • FHA • VA • Conventional

**I look forward to working with you, and your clients!
Call me today!**

Ryan Riddle, Loan Officer, NMLS #: 1730872
(516) 350-5377 • riddle@cliffcomortgage.com
70 Charles Lindbergh Blvd, Suite 200, Uniondale, NY 11553

CLIFFCO
Mortgage Bankers