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Michael Gallitelli
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Publisher's Note

Hello December, the Season of Celebration!

As the year comes to an end, December reminds us to slow down, reflect, and celebrate the moments that have defined our journey. It's a time to appreciate the growth, connection, and collaboration that make our community so special—and to look forward with excitement to what's ahead.

We're already gearing up for an incredible year of 2026 events, where new opportunities for networking, learning, and celebrating success await. Each gathering will be another chance to strengthen relationships, share stories, and continue building the thriving Real Producers community we're so proud of.

We're also thrilled to welcome our newest preferred partner, **Review Sites by Mike**. We're delighted to have them in the Real Producers community and look forward to the collaboration and insight they'll bring in the year ahead.

Here's a thought to carry with us through the season:
"It's not what's under the tree that matters, but who's gathered around it."

Wishing you a December filled with joy, gratitude, and celebration—and a new year brimming with opportunity and inspiration.

Kristin Brindley
Owner/Publisher
Capital Region Real Producers
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DANIEL GLASER

HERZOG LAW FIRM PC

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In every successful real estate transaction, there is one essential constant: trust. For Daniel Glaser, Attorney and Principal at Herzog Law Firm PC, trust begins with communication, empathy, and unwavering professionalism. Known for his calm presence and dedication to client care, Daniel leads Herzog's real estate department with a simple guiding principle: treat every client like they are the only one.

"I want my clients to feel seen, heard, and cared for," he says. "Buying or selling a home is one of the biggest moments in someone's life. It can be stressful, but it should also be

exciting. My goal is to make it as smooth and enjoyable as possible."

A Legacy of Law and Family Influence

Daniel's story begins in Suffolk County, Long Island, where the foundations of his career were laid early. His father and grandfather worked in real estate development, and their example sparked a lifelong fascination with the industry. "I grew up shadowing them," Daniel recalls. "My grandfather always said that lawyers play an important role in real estate. They solve challenging problems and make a positive impact on people's lives."

The moment of clarity came in eighth grade, when Daniel took a business law class and won an award for his performance. "I absolutely loved it," he says. "That is when I knew law was what I wanted to do. From that point on, I never looked back."

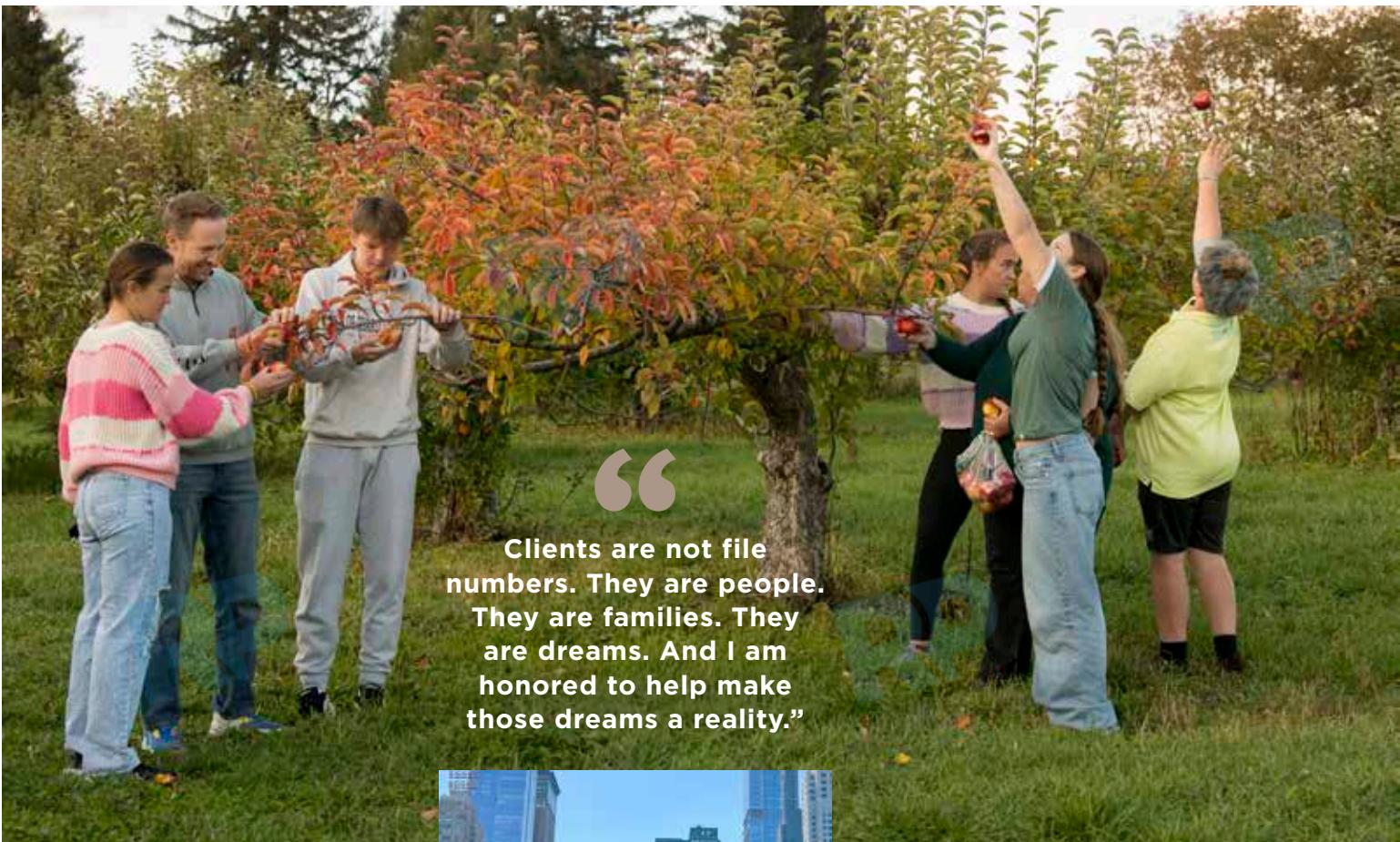
His sense of humor is never far behind his professionalism. "I thought about professional hockey," he jokes, "but I have an amazing smile, and I wanted to keep my teeth looking beautiful."

A Guiding Role at Herzog Law Firm
Today, Daniel manages Herzog's real estate department, representing buyers and sellers in residential and commercial transactions throughout the Greater Capital Region. With six



BY LAURA REESE
PHOTO BY MICHAEL GALLITELLI





Clients are not file numbers. They are people. They are families. They are dreams. And I am honored to help make those dreams a reality.”



attorneys, sixteen support staff, and four offices across Albany, Saratoga Springs, Kingston, and Queensbury, the firm has become a trusted pillar for clients and real estate professionals alike.

Daniel credits much of his success to his exceptional team, including Real Estate Paralegals Terri Senecal and Amy Grant.

Terri, who has been with Herzog Law Firm for nearly a decade, brings more than 30 years of paralegal experience to the table — first in Vermont and now in New York. She manages incoming contracts, reviews titles, resolves curative, and coordinates with clients, brokers, and lenders to ensure every transaction runs smoothly. Outside the office, Terri's enthusiasm for cars, animals, and community service shines. She's an active member of a local car club that raises money for charities, including Operation Santa Claus, and loves spending time with her dogs or riding horses near her home between Saratoga Springs and Lake George.

Amy, who joined the firm two years ago, plays an equally vital role. She opens new files, prepares title documents, coordinates closings, and maintains clear communication with clients throughout the process. Her background in law firm administration taught her the importance of organization and teamwork, skills she now uses daily to create a seamless client experience. Outside of work, Amy enjoys hiking, camping, and spending time outdoors.

with her boyfriend, Michael, and her 22-year-old son, Aaron. She especially values Herzog's close-knit environment, where everyone is treated like family.

Together, Daniel, Terri, and Amy ensure that each client feels valued and supported. Whether reviewing contracts, resolving title issues, or sitting with clients at the closing table, Daniel brings a sense of calm to complex moments. "I never want clients to feel rushed," he explains. "I take my time to walk them through every document. I want them to feel confident, informed, and comfortable."

The Power of Communication

If there is one word that defines Daniel's professional philosophy, it is communication. "It is my middle name, well, technically it is Steven," he laughs, "but great communication is what keeps deals together."

Daniel prides himself on being accessible, responsive, and proactive. "I



am not a nine-to-five attorney," he says. "If a client or Realtor emails me at 5:01 p.m. on a Friday and I can answer, I will. I want everyone involved to know that I am with them from start to finish."

That mindset has earned him the trust of top-producing Realtors across the region. They know that when Daniel and the Herzog team are involved, every detail will be handled with precision and empathy.

Herzog Law Firm is also deeply rooted in community involvement. The firm proudly supports the Alzheimer's Association, among other local nonprofits, through sponsorships and fundraising. "We believe in giving back," Daniel says. "Supporting meaningful causes keeps us connected to the people and communities we serve."

Both Terri and Amy share that passion for service and connection — whether it's Terri's community fundraising through car shows or Amy's commitment to teamwork and communication that keeps transactions on track. "Prompt responses and collaboration are key," Amy says. "We all work together to get the deal done."



Family, Faith, and Fun

At home, Daniel is a devoted husband and father who describes his family as his world. He and his wife, Diana, have been married for more than twenty-two years and are proud parents to six children: Alyssa and Alexi, identical twins and sophomores at Binghamton University; Jake, a freshman at Oswego State; Arabella, sixteen; Avaleigh, fourteen; and Toby, twelve.

"I have never missed a school play, soccer game, or gymnastics meet," Daniel says. "Those are the moments that matter most."

Family time often revolves around cooking, movie nights, walks, and cheering for the Mets and Islanders. Daniel also finds joy in playing guitar, working out, golfing, and playing hockey and soccer with his kids. "I love watching Gordon Ramsay videos and then trying to recreate the meals," he says. "They do not always look like his, but they taste great."

Looking Ahead

Daniel is continually inspired by growth, positivity, and learning. Two books, *Atomic Habits* and *The Liberty of Our Language Revealed*, have shaped his daily approach. "Most of our days are built on habits," he says. "Positive thoughts lead to positive outcomes."

Professionally, he hopes to one day teach real estate law and share his ability to simplify complex concepts for future professionals. Personally, he dreams of traveling through Europe and enjoying a glass of scotch in Scotland.

For Daniel, success is simple: care deeply, communicate clearly, and make every client feel valued. "Clients are not file numbers," he says. "They are people. They are families. They are dreams. And I am honored to help make those dreams a reality."

When you need a trusted legal partner who communicates clearly, cares deeply, and delivers with professionalism, turn to Daniel Glaser and the team at Herzog Law Firm PC. To connect, visit www.herzoglaw.com or call 518-465-7581 to learn how Daniel and his team can help you guide clients smoothly to the closing table.

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Karl P. Meehan

DOING IT FOR THE PEOPLE—AND THE LOVE OF HOME

When you meet Karl Meehan, one thing stands out right away—his warmth. Friendly, outgoing, and genuine, Karl is the kind of agent who wears his heart on his sleeve and leads with sincerity. His path to real estate has been anything but linear, but every turn prepared him for the work he now loves: helping people find home.

From Troy to the World of Finance
Born and raised in Troy, New York, Karl has always had a people-first mindset. After graduating from LaSalle Institute, he began studying Biology at Niagara University with plans for dental school. Two years in, he realized his heart wasn't in the sciences. A few pivots later, he earned his degree in Business from Hudson Valley Community College, setting him on a path toward service, leadership, and growth.

Karl spent the first two decades of his career in financial services, climbing from an in-store banking associate to a

branch manager. His natural leadership and communication skills carried him into roles with major institutions like Berkshire Bank, Broadview Credit Union, and State Farm, where he even relocated to Phoenix as a call center supervisor. Life, however, had other plans. When a family medical emergency brought him back to the Capital Region, Karl adapted once again—this time stepping into insurance and eventually mortgage origination.

A Turning Point

Karl's first taste of entrepreneurship came when he opened his own insurance brokerage. It was his introduction to the real estate world, connecting with mortgage professionals and agents daily. When the pandemic hit, he made the difficult choice to close his doors and return to a salaried role. That decision ultimately led him to Fairway Independent Mortgage Corp., and later Sunmark Credit Union, where he deepened his understanding of real estate from the financial side.

During that time, something clicked. "I'd spend hours behind a keyboard working on pre-approvals, but what I really loved was being face-to-face with people," Karl says. "When I'd help at open houses, I caught myself talking about the homes instead of the loans. That's when I knew I needed to make the switch."

In November 2023, Karl earned his real estate license and joined the Core Real Estate Team. Within a year, he had closed nearly \$3 million in volume—and for 2025, he's on pace to exceed \$6 million. Now at KW Platform, Karl is building The CWK Homes Team, laying the groundwork for a business that blends his financial expertise with his heart for people.

Life Beyond Real Estate

At home, Karl's world revolves around his wife, Meghan, and their two dogs, Mac and Sawyer. The couple lives in a loft apartment in Menands, a space that reflects their shared love of city life and cozy comfort. "I know,



"When I'd help at open houses, I caught myself talking about the homes instead of the loans. That's when I knew I needed to make the switch."





huge toll on my family," Karl shares. "I'm tired of people having broken hearts because of broken hearts."

Looking Ahead

For Karl, real estate isn't just about buying or selling homes—it's about building a legacy. He envisions The CWK Homes Team growing into a business that can one day involve his family. "I want to create opportunities for my nieces, my parents, and my in-laws," he says. "Even if it's something flexible or part-time, I want this business to give them something meaningful to be part of."

His long-term dream is both personal and heartfelt. "My goal is to grow my business to the point where I can tell my wife she can retire," Karl says with a smile. "She carried us when I was getting started, and I can't wait for the day I can carry us and let her enjoy life at her own pace."

Karl's favorite quote, "Your network is your net worth," perfectly captures his approach to business and life. For him, relationships and authenticity are the foundation of success. "Never forget your why," he advises. "The moment you do, pause and re-center—because this business will take everything you're willing to give it. Protect your why, and you'll always find joy in the work."

an agent who rents," Karl jokes. "But it fits us perfectly right now."

When they're not working, Karl and Meghan love to travel. Whether it's a spontaneous weekend getaway or a weeklong beach trip, exploring new places together is their favorite way to recharge. Their love for travel runs deep—it's even part of their love story. In August 2024, they flew to Dublin, Ireland, to get married, creating memories that blended adventure, romance, and laughter in the most unforgettable way.

Music also plays a huge role in Karl's life. A talented singer and performer, he finds joy in karaoke nights and

open mic events, where he can relax and connect with people through song. "Music has always been a huge part of my life," he says. "It keeps me grounded and joyful." Beyond singing, Karl is also a skilled wedding DJ, a role that allows him to be part of people's most meaningful celebrations.

Outside of his creative side, Karl gives back to causes close to his heart. He serves as the Events Director for the 2025 Women's Council of Realtors Capital Region Board and will step into the role of First Vice President in 2026. He is also deeply involved with the American Heart Association, a cause that hits home for him. "Heart disease has taken a



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CHAD MAJEWSKI



MAKING A DIFFERENCE

BY AMELIA ROSEWOOD
PHOTOS BY MICHAEL GALLITELLI

For some, success in real estate is about numbers. For others, it is about the impact they make along the way. For Chad Majewski, it is both. As the founder and broker of Chad Majewski Real Estate, he has built one of the most recognized and respected brands in upstate New York through a relentless work ethic, authentic connection, and a deep commitment to community. His story is one of bold decisions, steady growth, and a belief that the right mindset can transform any dream into reality.

A Turning Point
Before real estate, Chad was constantly on the move. As a key account manager for

a Fortune 500 company, he spent nearly 45 weeks a year on the road attending trade shows and managing national accounts. Life was a whirlwind of airports and meetings until the world suddenly stopped.

"When COVID hit, my travel halted immediately," Chad recalls. "For the first time, I had the opportunity to slow down and really think about what I wanted next."

That pause changed everything. With time on his hands and a long-standing curiosity about real estate, he enrolled in real estate school in April 2019. Within a month, he passed his state exam and

landed his first listing just two weeks later. "I sold seven million in my first year," he says. "That's when I knew I had found my future."

What began as a pandemic pivot soon became a life-changing passion. Chad discovered that real estate combined everything he loved about business and people, connection, strategy, and creativity, without the limitations of corporate structure.

From Spare Room to Standalone Brokerage
After working under a broker for two years, Chad earned his broker's license during the height of the pandemic, attending

virtual classes three nights a week. He wasted no time launching his own firm. "I started in a spare bedroom I converted into a home office," he says. "From there, I took a leap of faith and bought an old mechanic's garage for my first office. Everyone thought I was crazy, but I saw potential. I turned that run-down space into something completely unique, and it became a conversation starter that put me on the map."

That willingness to take calculated risks would define his career. Today, Chad Majewski Real Estate operates from two full-service offices in Amsterdam and Gloversville, with 15 active agents and six support staff managing daily operations. Two additional offices, in western Montgomery County and another in northern Fulton County, are already in development, each designed to expand the firm's reach while maintaining its signature boutique approach.

"I'm incredibly proud of the brand we've built," Chad shares. "It started with my name, but it's never been about me. It's about creating something lasting that serves people, supports local growth, and gives agents a place to thrive."



Results Through Relationships

In just a few short years, Chad has established a reputation for excellence and innovation. In 2024, he sold 91 homes totaling \$15.6 million. As of October 2025, he has already closed 97 homes for \$21.7 million, a remarkable 145 percent year-over-year increase.

What drives that success, Chad explains, is his balance of precision and personalization. "I focus on results, but I never lose sight of relationships," he says. "Every client deserves an experience that's strategic, transparent, and tailored to

them. Real estate isn't just about the deal. It's about trust, communication, and follow-through."

His leadership style reflects that same mindset. He believes in empowering his team through collaboration, clear expectations, and mentorship. "I want to help agents think like entrepreneurs," he says. "The goal isn't just to sell homes but to build a business and a brand you're proud of."

A True Community Leader

For Chad, real estate success is deeply intertwined with community success. A lifelong resident of

Amsterdam, he is passionate about giving back to the area that shaped him. "I was born and raised here, and I'm proud of it," he says. "I've always believed that if you want to see change, you have to be part of it."

That belief led him into public service. Chad currently serves as a Montgomery County Legislator and deputy chairman, following prior terms as City of Amsterdam Alderman and Deputy Mayor. His leadership extends beyond government, with past and present roles on numerous boards, including the Office for Aging Foundation, the Montgomery County SPCA, Catholic Charities, St. Mary's Hospital Foundation, and the Amsterdam Waterfront Foundation.

One of his most cherished projects is his annual holiday toy drive, which he has personally organized for the past 24 years. "Each year, we place thousands of toys into the hands of local children," he says. "It's one of the most rewarding things I do. It reminds me how even small acts of kindness can create lasting joy."

Life Beyond Work

For someone who spends his days building businesses and serving others, Chad finds deep fulfillment in the simple moments of everyday life. He and his spouse of 14 years share a strong partnership grounded in trust, humor, and shared ambition. "We push each other to be our best, but we also know when to slow down and just enjoy life," he says.

Family is a constant source of grounding for Chad. Though he and his spouse do not have children, his extended family, all rooted in upstate New York, plays a big part in his life. "Growing up as an only child taught me independence and accountability, but it also gave me a deep appreciation for connection," he shares. "Now, whether it's dinner with family, a quiet weekend at the lake, or celebrating milestones with friends, those relationships mean everything to me."

A true upstate New Yorker at heart, Chad splits his time between his home in Amsterdam and his lake house in Northville, a lifestyle he jokingly calls being "a 30-minute snowbird." Summers are spent boating, barbecuing, and soaking in sunsets over the Great Sacandaga Lake, while winters are for cozy gatherings and lively dinner parties. "Our home is always open," he says. "I love hosting friends, cooking big meals, and making sure everyone feels welcome. Those nights filled with laughter and good conversation remind me why community matters so much."

When he is not entertaining or exploring new destinations abroad, Chad enjoys history, architecture, and the art of design. "I've always loved the stories behind old homes and the craftsmanship that tells you something about the people who built them," he says. "That's part of what draws me to real estate. Every property has a soul."

Looking Ahead

As he looks to the future, Chad remains focused on growth, both personally and professionally. "Over the next several years, I plan to expand our footprint across the region while maintaining the same level of personalized, community-centered service," he says. "I also want to keep mentoring agents, giving back through public service, and helping shape the next generation of leaders."

In recognition of his impact, Chad was recently honored as Entrepreneur of the Year by the Fulton and Montgomery County Chamber of Commerce. His brokerage has also been named Best Brokerage in Fulton and Montgomery County for three consecutive years, reflecting not just strong numbers but the trust and respect of his peers and clients alike.

Chad's journey from a home office to leading a thriving multi-location brokerage is a powerful example of what can happen when vision meets perseverance. His message to others is clear: "Believe in yourself and never stop investing in your growth. Real estate is a business built on mindset and consistency. Don't wait for opportunities; create them."

At the core of it all, Chad remains the same driven, grounded, and community-minded professional who started out with a simple vision: to make a difference. And in upstate New York, he is doing exactly that, one home, one client, and one conversation at a time.

I'VE ALWAYS LOVED THE **STORIES BEHIND OLD HOMES** AND THE CRAFTSMANSHIP THAT TELLS YOU SOMETHING ABOUT THE PEOPLE WHO BUILT THEM. THAT'S PART OF WHAT DRAWS ME TO REAL ESTATE. **EVERY PROPERTY HAS A SOUL.**



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CAPITAL REGION REAL PRODUCERS EVENT

OCTOBER 21, 2025

A Day to Remember: Capital Region Real Producers Mastermind

The recent *Capital Region Real Producers* Mastermind was an energizing morning of connection and collaboration at Trustco, 6 Metro Park Rd, Albany. Top-producing agents, industry leaders, and partners came together for high-level networking, investment-focused content, and insightful panel discussions—walking away with clear takeaways to elevate their businesses heading into 2025.

Huge thanks to our sponsors for making this event possible: **Trustco**, **Herzog**



Law Firm, Ace Home Inspections & MG Septic, Call Sheilah, and Premium Mortgage Corporation.

We're grateful for all the leaders who shared their expertise, including our **Partner Panel**—Dan Glaser, Matt Stonesifer, Sheila Sable, and Jeff Dorrance—and our **Agent Panel** featuring Kareem Jandali, Giovanni Lisi, Heidi Rotter, and Christine Serafini. Thank you as well to speakers **Culin Tate** and **Lauren Geraldsen**, and to our moderators, **Brandon Castle** and **Sierra Dawson**, for guiding the conversations.

A heartfelt thank you to **Michael Gallitelli Photography** and **Hand & Frame Creative, LLC**, Videography for capturing the moments that brought this event to life.

Bringing together top producers, industry leaders, and trusted partners is what these masterminds are all about—creating a focused yet relaxed space where meaningful relationships and big ideas can grow.

For more information on all Capital Region Real Producers events, please email us at Info@CapitalRegionRealProducers.com.







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