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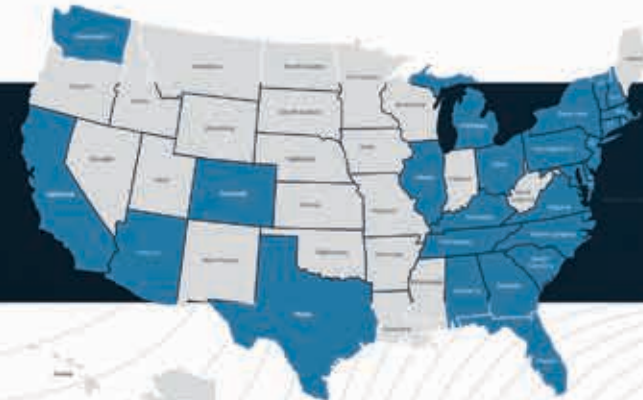
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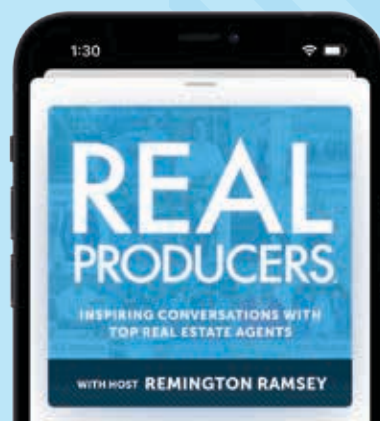
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Publisher



**Blaise Ingrisano**  
Associate Publisher



**Wendy Ross**  
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# Publisher's Note

Hello January, the Season of New Beginnings!

As we welcome 2025, there's a sense of excitement and endless possibilities in the air. January is a month of fresh starts—a chance to set new intentions, embrace challenges, and dream big for the year ahead.

It's also a time to reflect on the successes and lessons of the past year. As we turn the page, let's remember the power of community, connection, and collaboration that brought us here. Together, we can achieve even greater heights.

We're excited to kick off 2025 with an inspiring Mastermind event on January 29th! Join us for a morning filled with impactful ideas, meaningful connections, and industry insights.

Stay tuned for more details—you won't want to miss this dynamic start to the year!

As we step into January, let's hold onto this thought: "The future belongs to those who believe in the beauty of their dreams." Wishing you a January filled with purpose, energy, and new beginnings!



**Kristin Brindley**  
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# 2025



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## Save the Dates Exciting 2025 Event Lineup

Mark your calendars! We have an incredible lineup of exclusive events. Prepare for an amazing year of connecting, inspiring, and elevating with like-minded industry rainmakers!

<b>JAN</b> <b>29</b>	<b>JUN</b> <b>5</b>	<b>JUL</b> <b>TBD</b>	<b>OCT</b> <b>9</b>
<b>MASTERMIND:</b> Wisdom, Wealth & Wellness <b>(SERIES 1)</b>	<b>FASHION SHOW</b>	<b>VIRTUAL MASTERMIND:</b> Wisdom, Wealth & Wellness <b>(SERIES 2)</b>	<b>FOOD TRUCK/ CAR SHOW</b>
<b>*MARCH MAGAZINE PARTY</b>	<b>*JULY MAGAZINE PARTY</b>	<b>*NOVEMBER MAGAZINE PARTY</b>	

\*Magazine Parties are smaller events to celebrate recent features--invites only.

CLIFFCO  
MORTGAGE BANK | ADAM  
TURKEWITZ

BY GEORGE PAUL THOMAS

Leading With Excellence

For nearly two decades, Adam W. Turkewitz has been a trusted name in the mortgage industry. As the Senior Vice President of Sales at Cliffco Mortgage Bankers, Adam blends expertise, persistence, and a warm, family-oriented personality to deliver unparalleled service to his clients. His approach is simple: treat every client like family, simplify the complex, and turn homeownership dreams into reality.

“The best part of what I do is seeing my clients happy and settled in their dream home,” Adam shares. “Their feedback keeps me motivated and focused on delivering the best experience possible.”

**Roots to Industry Leadership**

A proud Long Island native, Adam grew up in East Meadow before settling in Dix Hills in 2013 with his wife and four

children. His journey into the mortgage industry began almost serendipitously during his senior year at SUNY Geneseo.

“I was debating what to do after graduation when a friend, AJ, told me about his success in the mortgage industry,” Adam recalls. “At the time, I didn’t even know what a mortgage was.”

AJ introduced Adam to his manager, Brian M., an alumnus of SUNY Geneseo, who offered him a job. That single

“THE BEST PART OF WHAT I DO IS SEEING MY CLIENTS HAPPY AND SETTLED IN THEIR DREAM HOME. THEIR FEEDBACK KEEPS ME MOTIVATED AND FOCUSED ON DELIVERING THE BEST EXPERIENCE POSSIBLE.”





opportunity launched Adam's career in 2005, and he hasn't looked back since.

"I realized early on that this was more than just a job—it was a chance to make a real impact on people's lives," Adam explains. "Helping families navigate the complexities of financing their homes is something I take great pride in."

#### Powering Up the Mortgage Experience

Since joining Cliffco Mortgage Bankers in September 2024, Adam has brought his extensive expertise to a company already known for its exceptional service. Located at 70 Charles Lindbergh Boulevard in Uniondale, NY, Cliffco employs approximately 150 professionals specializing in loan origination, processing, underwriting, and more.

"My role at Cliffco is twofold," Adam explains. "I originate high-quality residential mortgages while working with our leadership team to improve processes and develop refined products to help more families achieve responsible home ownership."

Adam's ability to guide clients through even the most complex scenarios sets him apart. His team includes two invaluable members: Loan Origination Assistant Leah Silvestri, who has been by Adam's side for 13 years, and Marketing Specialist Rolex Sevilla, who has worked with him for seven years.

"Leah's attention to detail and communication skills are unparalleled," Adam says. "And Rolex ensures our marketing and client outreach are always on point. I couldn't do what I do without them."

Cliffco's tagline, "Power up your mortgage experience," perfectly encapsulates the company's mission.

"The mortgage business has become highly commoditized over the years," Adam notes. "What sets us apart is our ability to simplify the process and provide tailored solutions for every client. From first-time buyers to complex jumbo loan clients, we've got solutions for almost every situation."

#### Up-Close and Personal

Outside the office, Adam's life is centered around his family. Married to his childhood friend Lindsay since 2011, their love story began in kindergarten and has grown into a life filled with love and adventure.

"Lindsay and I have known each other for over 36 years," Adam shares. "We grew up together, stayed friends through grade school, and eventually started dating after college. She's been my rock through it all."

The couple has four children: Hudson (12), Lennon (10), Sutton (8), and Beaux (6), along with a five-year-old dog, Archie. "Our family is very active," Adam says. "Hudson plays travel ice hockey, Lennon is involved in cheer and dance, Sutton competes in gymnastics, and Beaux is exploring sports like hockey, soccer, and basketball."

Whether they're fishing, playing pickleball, or cheering on the kids at their various activities, family time is the highlight of Adam's day. "We're all about creating memories together," he says. "It's the most important part of my life."

#### Shaping the Future of Mortgage Banking

Adam's vision for the future is as ambitious as it is clear. His goal? To help Cliffco Mortgage Bankers become a dominant household name in the industry.

"I believe in the power of action," Adam says, citing his favorite Benjamin Franklin quote: 'Well done is better than well said.' "It's not enough to talk about what we want to achieve—we have to deliver results."

A key part of Adam's approach is building lasting partnerships with Realtors. "Over-communicate and always under-promise and over-deliver," he advises. "That's how you build trust and ensure seamless transactions."



Adam is also focused on evolving with the industry. "We're constantly refining our processes and expanding our product offerings to meet the needs of today's clients," he explains. "From first-time homebuyers to complex scenarios, we strive to make the process as smooth and stress-free as possible."

For Adam, success is about more than just numbers—it's about relationships. "I want my clients to feel like they're my only priority," he emphasizes. "When someone tells me they know I'm busy, I make it a point to stop them. My job is to make sure they feel valued and supported every step of the way."

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For more information or to discuss how Cliffco Mortgage Bankers can help you and your clients achieve their homeownership goals, call Adam Turkewitz at 917-574-6040 or email Adam. Turkewitz@CliffcoMortgage.com. Let Adam make the home-buying process smooth, successful, and stress-free! #WorkWithTurk



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# Kerri STRIANO

Consistently Going The Extra Mile

BY GEORGE PAUL THOMAS | PHOTOS BY CHRIS AT DYNAMIC MEDIA SOLUTIONS

**K**erri Striano has built her real estate career on a foundation of dedication and service. Her commitment to giving clients 110% of her attention and resources sets her apart in a crowded market. Kerri is always available to support her clients, whether answering phone calls or helping with essential tasks like decluttering and staging homes. She approaches each listing with a hands-on attitude, organizing open houses and developing targeted marketing strategies to maximize exposure.

### Steering Forward

Kerri grew up in Bellport as the oldest of four sisters, a role that shaped her leadership skills. She earned her degree in accounting from SUNY Binghamton and an MBA in Real Estate Finance from Fordham University, along with a certification in Real Estate Finance from NYU and tax preparation from H&R Block. Reflecting on her past, Kerri states, “I am the person I am today because my past has had many blessings and also several major challenges.”

Significant life events, including the loss of her father on her wedding day and her battle with breast cancer, instilled resilience in her. “I never gave myself any other

option,” she emphasizes, highlighting her determination to overcome obstacles.

Kerri began her career at Arthur Young, aiming to become a CPA, but quickly shifted to TIAA-CREF as a real estate and mortgage accountant. She later transitioned to commercial mortgage lending and earned her MBA. After an intensive senior management development program, she was promoted to First Vice President (FVP) at J.P. Morgan Chase.

After years in corporate America, Kerri left to raise her three children, working part-time in tax preparation and bookkeeping. As her youngest finished high school, she decided to re-enter the workforce as a REALTOR®. “With my schooling and life experience, it seemed like a seamless decision,” she says.

Real estate aligns perfectly with Kerri’s skills and values. She enjoys guiding clients through significant investments, stating, “Having my clients entrust me with their biggest investment and being part of their journey is incredibly rewarding.” Her career’s flexibility also allows her to balance work with family and social activities, making real estate a fitting choice for her.

Kerri first obtained her real estate license in 1999 while on maternity leave from J.P. Morgan Chase. After negotiating a flexible work-from-home schedule at Chase, she decided to

remain and put real estate on hold. She returned to full-time real estate in May 2019 after raising her three children.

Currently, she is a dedicated real estate professional with Douglas Elliman Real Estate, based in Huntington. As the Team Lead of the Striano Team, she works alongside her cousin and business partner, Alissa Striano. Together, they focus on serving clients from Manhasset to Huntington, including some in the Hamptons. “We both spent so much time together doing things we loved that we decided to work together,” Kerri shares.

In the past year, Kerri achieved over \$5 million in sales across nine transactions. “This year was a challenge from a market perspective due to low inventory and personal family health issues,” she notes. Despite these challenges, she remains very optimistic about 2025.

Kerri’s dedication has earned her recognition, including her first Ellie Award at Douglas Elliman in 2024, which honors the top 25% of agents nationwide with the Leading Edge Award.

### Outside Office

Kerri values her time with family and friends. Kerri and her husband, Joe, have three children: John (28), Kiera (26), and Joseph (22). Together, they enjoy various activities at their club in Huntington Bay, including tennis, bocce, pickleball, and boating. “We also enjoy cooking, listening to music, and always having sporting events on the TV no matter the season,” Kerri says, highlighting their active and close-knit family life.

The family is also accompanied by their seven-year-old mini Goldendoodle, Charlie. Kerri fondly remembers their late cockapoo, Nellie, who passed away a few years ago. “She truly was the best dog ever,” Kerri reflects. When their son John visits from Charleston, he brings along his

100-pound golden retriever, Ollie, who is adorable and takes up quite a bit of space!

When Kerri isn’t working, she immerses herself in activities that keep her active and engaged. “My favorite activities revolve around exercise, socializing, and shopping—all sports to me!” she jokes. She particularly enjoys tennis, yoga, paddleboarding, HIIT classes, and long walks on the beach. Family holidays at their home often end with lively dance parties, showcasing their love for fun and togetherness.

Kerri is also committed to giving back, having been involved with Pink Aid, a charity that supports breast cancer patients.



“I AM THE PERSON I AM TODAY BECAUSE MY PAST HAS HAD MANY BLESSINGS AND ALSO SEVERAL MAJOR CHALLENGES.”



**“HAVING MY CLIENTS ENTRUST ME WITH THEIR BIGGEST INVESTMENT AND BEING PART OF THEIR JOURNEY IS INCREDIBLY REWARDING.”**

She first engaged with the organization 11 years ago when she modeled in its inaugural Survivor fashion show. “It’s an amazing organization,” Kerri shares, having also served on the grant committee for several years. Her dedication to this cause reflects her resilience and desire to empower others, especially those who have faced similar challenges.

**Eyes on the Horizon**

Kerri embraces a philosophy that drives her personally and professionally: “Time is going to go by anyway, might as well make the most of it.” This outlook shapes her approach to real estate and life. With the formation of the Striano Team, she incorporates a clever slogan: “Have a real estate question? aSk (the monogram for Alissa and Kerri Striano) the Striano Team,” which reflects her commitment to accessibility and teamwork.

For Kerri, success is defined by effort. “Success, to me, is doing the best in whatever venture you choose,” she explains. “As long as you try hard and give it your all, no matter the outcome, you succeed. There is always a silver lining in every situation.” This mindset propels her forward as she navigates the challenges of the real estate market.

Looking ahead, Kerri aims to reinvent herself and expand her real estate career continually. Her vision includes growing her team and remaining healthy and strong to assist her clients while making time for travel and memorable experiences with family and friends. “My greatest long-term goal is to support and watch my children thrive in their careers and have families of their own,” she says, emphasizing her desire to stay close to them, no matter where life takes them.

Kerri believes her real estate career aligns perfectly with this vision of family and community. “Always do more; you can never go wrong by giving your career, family, friends, and hobbies 110%,” she advises. She emphasizes the importance of being open to learning and helping others.


To up-and-coming top producers in the industry, Kerri offers this advice: “The best advice I can give is to just say yes to any real estate exposure you can place yourself in. Helping other agents with their open houses, attending office meetings, and engaging in continuing education are all valuable learning opportunities. Absorbing real estate energy and tools is key.”

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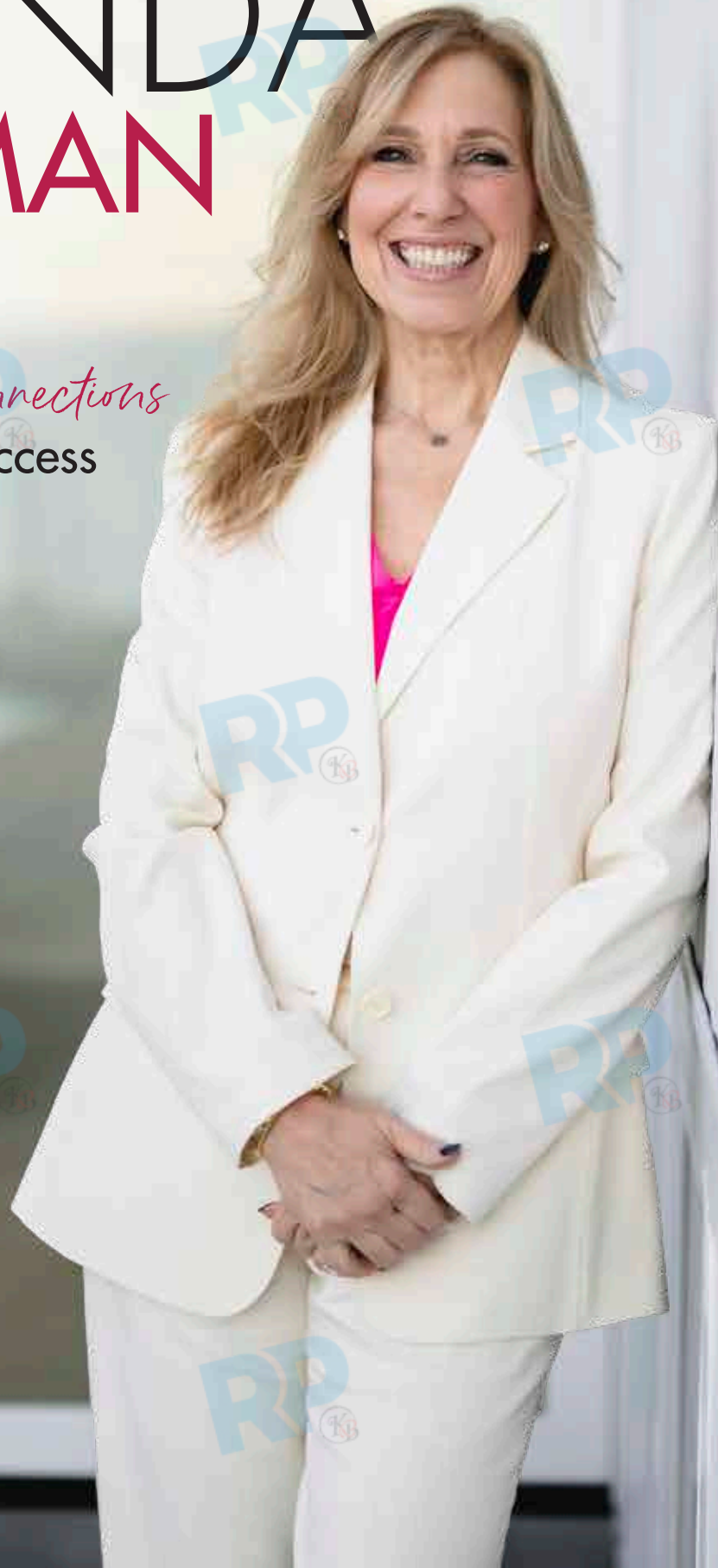


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# BELINDA WISEMAN

A *Legacy* of  
*Lifelong Connections*  
and Team Success

BY GEORGE PAUL THOMAS  
PHOTOS BY CHRIS AT DYNAMIC  
MEDIA SOLUTIONS



Belinda Wiseman is not your typical real estate agent. As Vice President of Luxury Sales and Branch Manager at Berkshire Hathaway HomeServices Laffey International Realty, Belinda brings a uniquely hands-on, client-centered approach to her work. Her journey into real estate started as a career pivot suggested by her husband but has evolved into a purpose-driven mission to help families find their perfect homes. Guided by the values of integrity and an unmatched work ethic, Belinda's impact in real estate reaches far beyond transactions—it's about lifelong relationships and meaningful connections.

#### A Life Rooted in Resilience and Independence

Raised in Miami Beach by Cuban immigrant parents, Belinda's story is one of resilience and adaptability. She grew up speaking Spanish as her first language, later embracing English at the age of four. Her family's multicultural heritage, combined with her independence from an early age, instilled in her a strong belief in self-reliance and a desire to overcome any obstacle. "I learned to do things for myself," she says. This early exposure to independence shaped Belinda's approach to her career and family life.

Belinda excelled academically, graduating from the University of Florida with a degree in journalism, where she tutored athletes and was deeply involved in campus leadership, garnering her the prestigious University of Florida Hall of Fame award, as well as a member of Florida Blue Key. Later, she earned her law degree from Florida State University, where she broke barriers as the first female Chief Justice of the Student Supreme Court. Her work in criminal law, public service, and even political campaigns prepared her for a fast-paced, high-stakes career.

#### A New Perspective and Purpose

Initially, Belinda thought real estate might be less fulfilling than her previous roles. But as she immersed herself in the industry, her perspective changed dramatically. "I realized it's a big responsibility to help someone find the



“  
You have to be  
self-motivated,  
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mile, and never  
let setbacks bring  
you down.”

home where they'll raise their children," she reflects. Her dedication quickly became apparent, and she discovered a deep fulfillment in guiding clients through one of the most significant decisions of their lives. Her husband had predicted she'd bring a higher level of professionalism to the role—a promise she has fulfilled beyond expectations.

Today, Belinda stands out as a powerhouse in New York's luxury real estate market. Closing over 20 transactions and achieving \$23 million

in sales last year alone, she ranks among the top realtors nationwide and holds a special place as a National Association of Hispanic Real Estate Professionals (NAHREP) top 100 Brokers, awarded for her influence and success. In addition, she is Real Trends Verified and ranked among the top agents on Long Island and the U.S. "These recognitions are great," she notes, "but for me, it's about the relationships I build and the impact I make for my clients." She did all this while running the Roslyn Branch for



Berkshire Hathaway as the manager and the luxury division for the company. While her kids were younger, she also volunteered at all 3 PTAs, as president and in other leadership roles, as well as a board member of the Friends of the Syosset Library and The Gates Civic Association. “The busier I am, the more I get accomplished,” says Wiseman.

#### Going the Extra Mile

Belinda’s client philosophy centers on a commitment to service that goes far beyond typical expectations. She’s known for taking on the tough tasks others might avoid—whether it’s staging a challenging home herself, scrubbing walls, or making last-minute trips to get bedding and decor for elderly clients. “I do whatever it takes to help my clients,” she says, recalling how she’s jumped

in to clean, organize, and rearrange to make homes sparkle.

Another unique aspect of Belinda’s approach is her use of personalized video tours. Drawing on her journalism background, she steps in front of the camera herself to present a home’s best features, giving potential buyers a true feel for what it offers. “Anyone can put pictures to music. But being on camera, walking through each room—that’s something else,” she explains. It’s this willingness to go above and beyond that cements her relationships with clients and sets her apart.

#### Family, Passions, and the Adventure of Life

Belinda’s family is her anchor. With three sons, ages 24, 26, and 28, her husband Carl, and a love for dogs, she cherishes

family time. The Wisemans have always had dogs, and in recent years, Golden Retrievers have been a fixture in their lives, including their current dog, a lively show dog named Chief. Her family bonds through their shared love of adventure and the outdoors, especially hiking. During COVID-19, what began as walks quickly evolved into a passion for hiking across iconic landscapes like Iceland, Hawaii, Utah, and Yosemite. “It’s how we connect, no matter where life takes us,” she shares.

A self-described foodie, Belinda’s trips with her sons often revolve around finding the best local restaurants or cooking together—a life skill she taught them early on. “I wanted them to be able to fend for themselves in the kitchen,” she laughs, “and now, they’re all great cooks!”

Belinda’s life has been shaped by her dedication to family, community, and her own personal aspirations. A pillar of her community, she played a significant role in the PTA, serving as President of the Walt Whitman Elementary and Syosset High School PTAs, VP of the H.B. Thompson Middle School PTA, and VP of the Council of PTAs. Her contributions earned her numerous accolades, including the highest honor from the New York State PTA.

Beyond her family life, Belinda has less-known personal dreams. From a young age, she harbored ambitions of competing in the Olympics, a goal she still holds onto, believing she might find a way to achieve it. She also hopes to climb Mount Kilimanjaro by the time she’s 65. Additionally, Belinda was once accepted into the FBI, a career path she ultimately did not pursue after her father discouraged her from carrying a gun. Despite this, she reflects positively on the journey that followed, which led her to the successful career and family she has today.

#### Living Fully and Embracing Every Moment

Belinda has set clear goals focused on empowering others. “My short-term goals are always focused on helping my agents achieve theirs,” she shares, and her actions back up her words. Over the past two years, Belinda’s guidance has helped her team secure over \$400 million in listings, a success she measures not in transactions but in the growth and achievements of those she mentors.

At the heart of her work is an unwavering dedication to her clients. Belinda’s highest professional aspiration is to foster lasting, supportive relationships, ensuring clients feel guided every step of the way. For her, each client journey—no matter how long—becomes a meaningful chapter in her career. “It’s about quality over quantity,” she says, a philosophy that guides her every interaction.

Additionally, Belinda’s outlook on life has been deeply impacted by the tragic loss of her mother and stepfather in the 2021 Surfside condo collapse. This event underscored the urgency of living fully and appreciating every day. She

no longer waits to enjoy life or share moments with her loved ones. “I’m not waiting for tomorrow to do what I can do today,” she says, a philosophy she’s instilled in her family.

#### A Guiding Voice for Future Agents

For Belinda, success isn’t defined by numbers alone—it’s about relationships, integrity, and helping others grow. Her advice to upcoming agents is simple yet powerful: be authentic and focus on genuine relationships. “Your hustle, reputation, and ability to communicate will set you apart,” she says. “You have

to be self-motivated, go that extra mile, and never let setbacks bring you down.”

As she looks to the future, Belinda’s goals remain centered on supporting her agents and helping her clients find their dream homes. Her approach—rooted in integrity, resilience, and passion—ensures that her clients and team alike feel supported every step of the way.

Belinda Wiseman’s journey in real estate continues to inspire those around her. She’s more than a top producer; she’s a leader, a connector, and an advocate who brings heart, determination, and joy to everything she does.



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# LONG ISLAND Real Producers' DECEMBER MAGAZINE PARTY



DECEMBER 5, 2024

PHOTOS BY CHRIS AT DYNAMIC MEDIA SOLUTIONS

The recent *Long Island Real Producers* Magazine Party was nothing short of extraordinary! Held during the day at the Huntington Historical Society's Conklin Barn, a historical site for the Conklin Family during the Colonial, Federal and Victorian years. This event was a perfect blend of the past, our community, and warm celebration. Our heartfelt thanks go out to everyone who attended—your presence truly brought the event to life and made it an unforgettable occasion! This afternoon was all about celebrating our recent magazine features, honoring their incredible achievements and contributions to the real estate industry. It was a joy to recognize and connect with the talented professionals who make our community so exceptional.

We're grateful for the chance to spotlight their stories and successes in such a meaningful way! Thank you to Chris Basford and Frank Urso of Dynamic Media Solutions for capturing the celebration and the special moments. A special acknowledgment goes to our event sponsors, **C2G Environmental Consultants** and **Inspecticore, A Property Inspection Group**. Their expertise in highlighting the warm ambiance played a crucial role in setting the perfect tone for the event. Once again, thank you to all our partners, attendees, and contributors for making this event a resounding success! *Magazine parties are smaller gatherings where we celebrate all of the rock star agents who have graced our pages in the past few months.*



FOR MORE INFORMATION ON ALL LONG ISLAND REAL PRODUCERS EVENTS, PLEASE EMAIL US AT [INFO@LONGISLANDREALPRODUCERS.COM](mailto:INFO@LONGISLANDREALPRODUCERS.COM).





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