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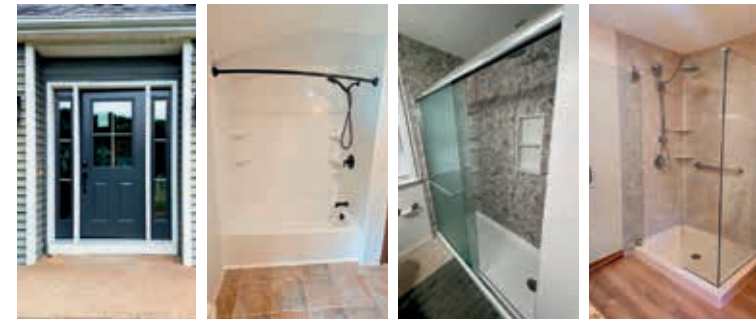


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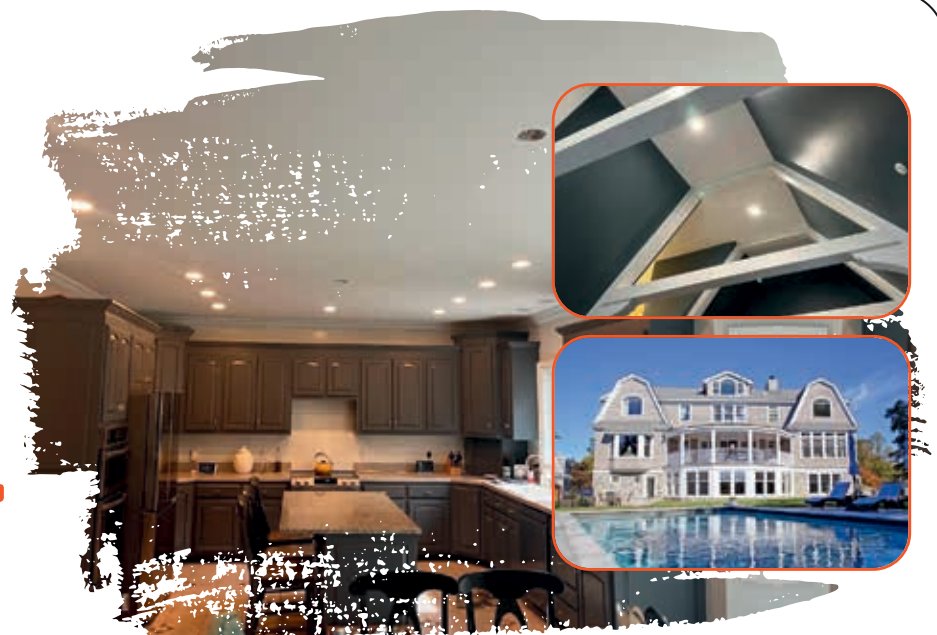
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If you are interested in nominating people for certain stories, please email us at: [sam.kantrow@realproducersmag.com](mailto:sam.kantrow@realproducersmag.com)



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# Meet The Team



**Sam Kantrow**  
Owner/Publisher



**Rise Visual Media**  
Photography



**Chris Devlin**  
Events Photographer



**George Grotheer**  
Content Writer



**Jack Ardrey**  
Operations Specialist



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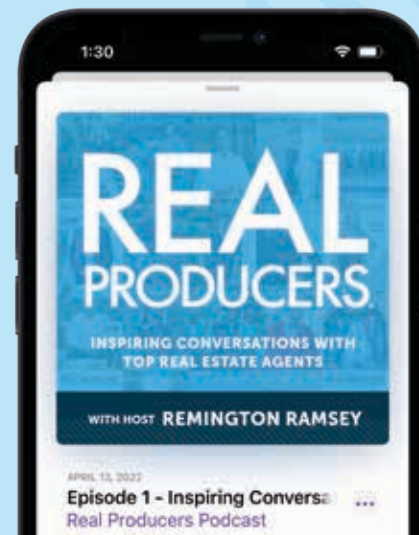
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## Realtor Golf Showdown

Mark your calendars! New Haven and Middlesex Real Producers invites you to an exciting evening at **Back 9 Social** in Wallingford, Connecticut, on **January 23rd, 2025**, where the top 300 realtors and our trusted vendor partners will come together for a memorable experience. This isn't just an event; it's a chance to connect, collaborate, and drive the real estate community of New Haven and Middlesex Counties forward—no competition, just camaraderie and shared goals.

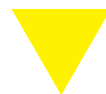
Here's What We've Got Lined Up:

- **Play Time:** Take a swing in Back 9's state-of-the-art golf simulators, where you can virtually play on world-renowned courses. Perfect your game, enjoy some friendly competition, and have fun with other real estate pros.
- **Driving Range Competition:** Up for a challenge? Compete in our driving range contest for bragging rights (and a few prizes!). Whether you're a golf aficionado or just in it for the fun, this is a chance to show your skills.

- **Prizes and Surprises:** Be one of the lucky attendees to score door prizes that add a little extra excitement to the night.
- **Free Food & Drinks:** Enjoy delicious bites and refreshing drinks on us, so you can relax, connect, and recharge as you chat with colleagues and partners.

This event is all about fostering a **collaborative spirit**—let's grow a real estate community that's about building each other up, sharing insights, and supporting one another. Whether you're aiming to expand your network, exchange ideas, or just have a fantastic night with friends and colleagues, this event is for you!

**Thank you to Revolution Mortgage of Milford for making this a free event!** Ready to be part of it? Sign up now to secure your spot! Text Sam at **203-435-6891** to secure your spot or sign up by going to <https://bit.ly/RPgolf>

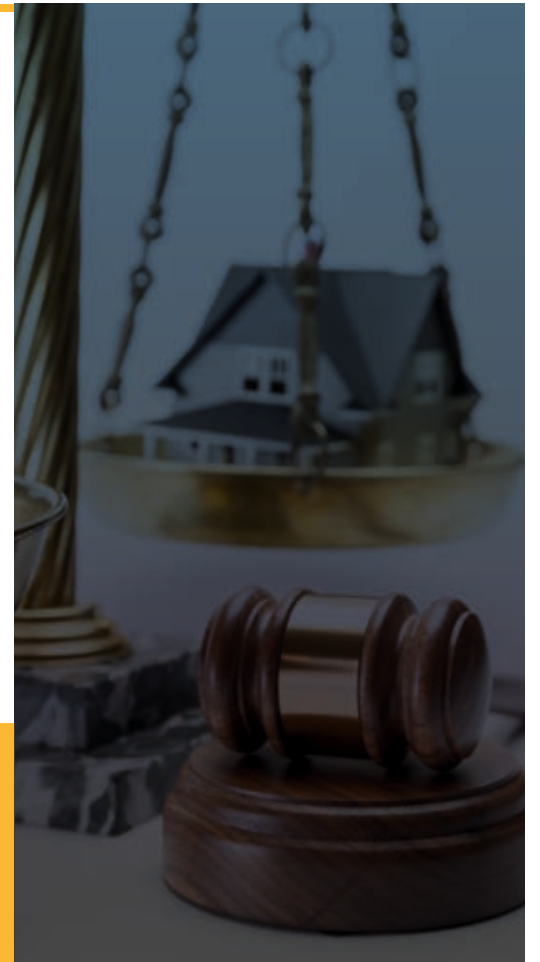


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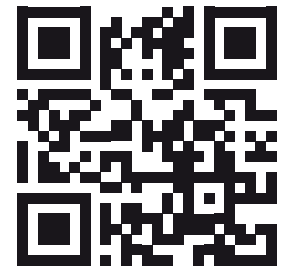
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## PUBLISHER'S NOTE

As we turn the page to a brand-new year, there's an undeniable sense of possibility in the air. A new year offers us the opportunity to reflect on what's behind us and set our sights on what lies ahead. It's a moment to reset, to recalibrate, and to embrace the promise of growth and opportunity.

To the top 300 real estate agents who make up this incredible community, thank you for your hard work, your passion, and your unwavering commitment to excellence. Real estate is about more than transactions; it's about building relationships, fostering trust, and making dreams come true for countless families and individuals. You are not just professionals in the field—you are pillars of the community, and your impact resonates far beyond the closing table.

To the businesses and partners who support Real Producers Magazine, your contributions are the backbone of this network. Whether through sponsorship, collaboration, or shared vision, your partnership helps us shine a spotlight on the incredible achievements within this industry. Together, we create a platform that uplifts, inspires, and connects the best of the best in New Haven and Middlesex Counties.

As we step into 2025, I encourage each of you to reflect on the goals you've set and the legacy you're building. What will you do differently this year? How will you challenge yourself to grow? Whether it's strengthening your business, enhancing your client relationships, or giving back to your community, the new year is the perfect time to take bold steps forward.

Here at Real Producers, our mission remains the same: to celebrate the exceptional, connect the driven, and amplify the voices of those shaping the future of real estate. We're excited for another year of telling your stories, celebrating your successes, and fostering a sense of unity within this vibrant network.

So, here's to 2025. Here's to fresh starts, new opportunities, and a shared commitment to raising the bar. Thank you for allowing us to be a part of your journey, and for being a part of ours. Together, we'll make this year one to remember.

Happy New Year!



**Sam Kantrow**  
 Owner/Publisher, New Haven & Middlesex County Real Producers  
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# Advanced Radon Insights for Real Estate Agents

BY THE MIRANDA TEAM: PILLAR TO POST HOME INSPECTORS

As real estate professionals, there has most likely been more than a few occasions when a property has high radon readings. With a basic understanding of what radon is, it's easy to help put clients and their worries at ease. But what happens when an agent runs into a radon scenario where they don't know the answer? In this article, we lay out some of our expert radon tips to help you grow your knowledge and look like a radon pro in front of clients.

## Radon Testing:

When testing for radon during a real estate transaction, it is standard practice that a radon machine is placed in the lowest possible livable level of a home for a minimum of 48 hours. This allows the machine to gather the average radon level in a home to produce an accurate reading. If a radon reading comes back at 4 picocuries per liter or pCi/L, it is considered at an action level and is always recommended to install a mitigation system.

However, if a reading comes in at 3.9 pCi/L or lower, that does not mean the house is "safe from radon". Just because the reading comes in under what's considered action level, doesn't mean precautions shouldn't be taken. It is always recommended that homes should be tested for radon every year even when a mitigation system is in place. This helps ensure the average number is as low as possible.

## Pro Tip:

When doing an initial walk through of a home with clients, be aware of open sump-pump pits, cracks in the basement floors, and crawlspaces which can help lead to high radon levels.

## Radon Mitigation:

Installing a radon mitigation system is the second step in ensuring a home is safe from radon. If a property needs a system, don't panic. Having radon mitigation experts on your team will always be beneficial as an agent because they will explain the mitigation process to the clients. Explaining the ins and outs of a mitigation system step-by-step with the clients helps ensure proper knowledge and maintenance of their new system. There are multiple components that make a well working radon mitigation system such as a good system design that works best for the home, the correct amount of dirt is taken out from an access point in the floor or from the slab, and properly working equipment such as the fan and manometer.

Yearly maintenance and testing is always recommended for radon mitigation systems to help ensure proper function. Regular maintenance includes always making sure the system is always on and the manometer is NEVER at zero on both sides. If the manometer is reading at zero, this means the system is not working properly and radon experts need to come service the system immediately. Yearly maintenance includes cleaning out the fan filters as well as radon testing to ensure the radon levels in a home are being corrected properly.

## Pro Tip:

When showing a property that has a radon mitigation system already installed, the only way of knowing the system is working properly is to test the radon levels. The fan gauge only shows if the fan is suctioning properly NOT that the radon levels are being changed.

## Health Concerns:

Although radon is an invisible, colorless, odorless, and tasteless gas, it doesn't mean there isn't a huge health risk. Radon is the #1 leading cause of lung cancer in non-smokers and #2 cause of lung cancer in smokers. Even though a gas can seem harmless, it can have a major effect on your health if not taken care of. Although everyone is different and can be affected in different ways, it's important to always take precautions when it comes to radon and educating clients on the health risks.

## Client Communication:

Real estate professionals know how important communication is during the process of buying/selling a home for clients. Clients can easily become overwhelmed with information and look to their agents for guidance and their expertise when it comes to certain issues. Expanding your knowledge on subjects like radon will not only help clients and



put their minds at ease but it can also help agents within their own homes as well. If an agent is unsure of something, always make sure to talk to an expert to have a better understanding of radon and mitigation systems to help better educate clients.

## Pro Tip:

Save these expert tips whenever you need a radon refresher or as a resource for your clients

When it comes to radon, there is a lot of information that can become overwhelming for clients, especially first time home-buyers. With these expert tips, agents and clients will have a better idea of exactly how radon is tested, mitigated, and the health risks that come with high radon readings.



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# The Power of Two

Milena Mineri & Alexa Mantovani

BY GEORGE GROTHEER



Photo by Ed Bermudez, Rise Visual Media

To be a rising star in Connecticut real estate, sometimes you need the power of two. That has been the case for partners Milena Mineri and Alexa Mantovani as they make names for themselves in this region and in this industry – as the aptly named “The Power of Two LLC.”

These two found real estate – and each other – in different ways. For Mineri, real estate has been a family affair for her entire life. Her father and husband are each builders, her brother owned a brokerage, and she acquired her real estate license about six years ago. It has been a lifelong dream for Mantovani as well; she secured her own license three years ago. Mantovani found a mentor at Mineri’s brother’s brokerage during the COVID-19 pandemic while completing her undergraduate work at Quinnipiac University. Their families have long been friends, having lived in the same

area, and this partnership was forged out of the thick web of their interconnected lives.

A major part of their presence in local realty is their effort to build a following on social media. They are very active on TikTok, Instagram, Facebook, and YouTube – and they are soon launching their podcast in mid December called Salute a Tutti. Their podcast is all about being successful as an Entrepreneur and each week they will bring on incredible guests, from all walks of life who will share their stories, struggles, and triumphs in building their businesses. A quick glance at their website will indicate they have

blazed their own trail in digital marketing – a necessity in 21st century real estate. On top of their work in real estate, they offer services in social media management, profile creation, content development, and maximizing online presence.

The Power of Two is an idea born out of two like-minded individuals who became something more when they joined forces. Mineri and Mantovani push each other to put themselves out there by investing more time and energy into social media and online presence. They say it is easier to put content online as part of a duo, harnessing the metaphorical power of two to inspire themselves. This works out well for marketing their real estate work, as they do much of their advertising in that space. They share funny and informative content and have organically built an audience – boosting their confidence to continue sharing more. They have even sold a handful of homes through social media! The Power of Two extends their partnership

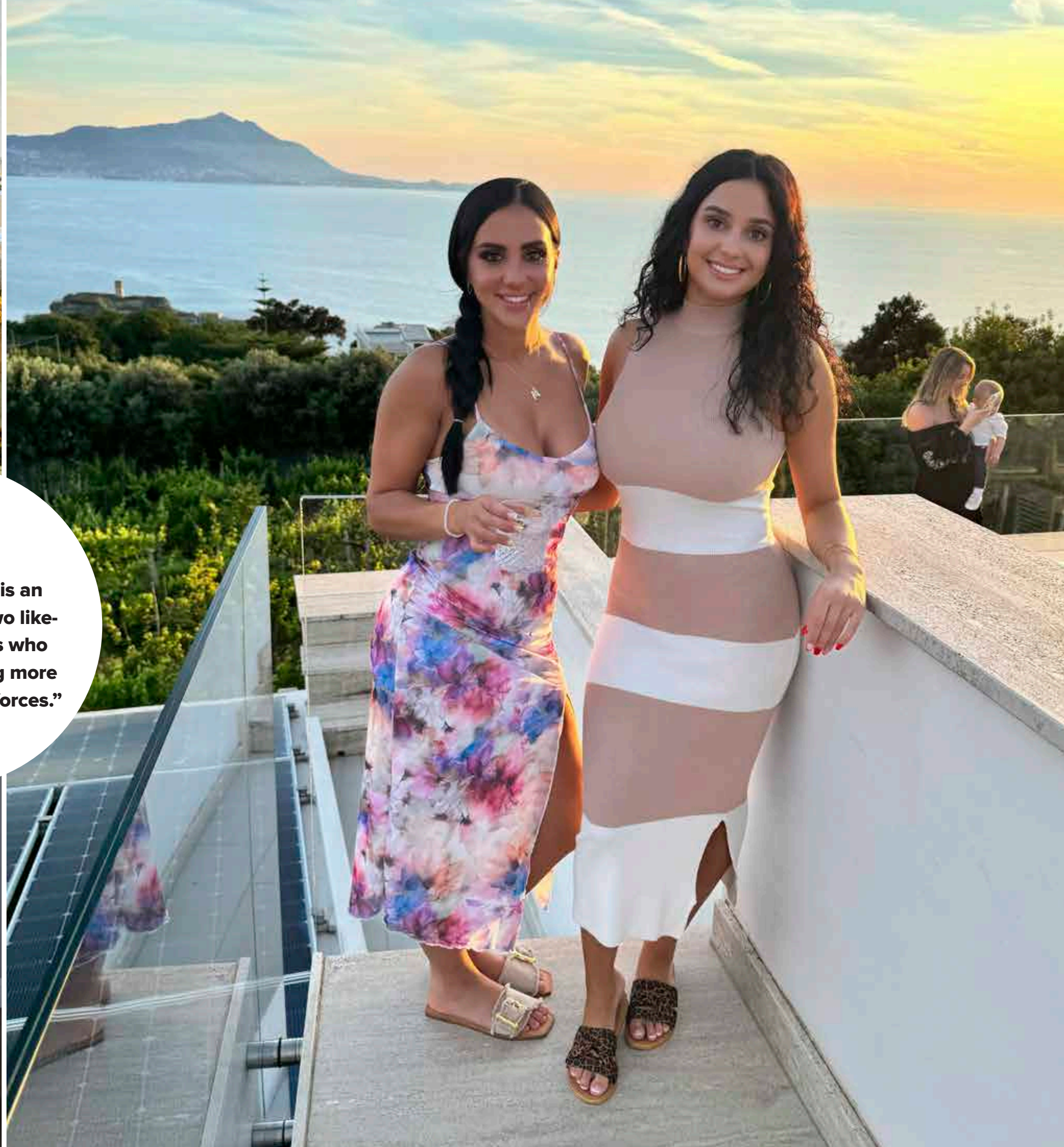


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“  
The Power of Two is an  
idea born out of two like-  
minded individuals who  
became something more  
when they joined forces.”



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Photo by Ed Bermudez,  
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into their real estate ventures as they buy and sell properties with clients, joining together on all their transactions.

Mineri and Mantovani say their relationship with each other is something they hope to build with their clients. They make connections through social media by sharing their professional and personal experiences online, and they say their goal is to become friends with each client with whom they work. This partnership aims to expand both its presence on social media and its presence in both local and national real estate – with eyes on luxury properties down the east coast.

While they build new relationships with clients, vendors, and social media partners, the relationship that will always matter most in this dynamic is the one Mineri and Mantovani share with each other.

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## Is Homeownership a New Years Resolution?

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**Leverage Seasonal Market Slowdown:** The market is usually quieter in January and February, which means less competition from other buyers. Fewer buyers can mean more negotiating power on price and terms.

**Review Your Finances:** After holiday spending, check your credit score and assess your finances. Consider cutting back on extra expenses to build up savings or pay down any debt, helping improve your mortgage terms.

**Take Advantage of Tax Refunds:** If you're expecting a tax refund, consider using it for your down payment or closing costs. This extra boost can make your financials even more appealing to lenders.

**Start Early on Your Pre-Approval:** Getting pre-approved now positions you to act quickly, especially if an ideal property comes up. It shows sellers you're a serious buyer and can move forward without delays.

**Be Patient with Inventory:** While the market is slower, inventory may be limited. Give yourself a bit more time, and be ready to act fast when the right home appears.

By taking these steps, you'll be in a great position to find a home that's right for you, potentially at a lower price and with less competition.



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## FAQs

### All About New Haven/ Middlesex Real Producers

The first Real Producers magazine started in Indianapolis in 2015. Real Producers is now in over 130 markets across the nation and is continuing to grow nationwide.

**Q: WHO RECEIVES REAL PRODUCERS MAGAZINES?**

**A:** The top 300 real estate agents across New Haven and Middlesex Counties and our preferred partners.

**Q: WHAT IS THE GOAL OF THIS MAGAZINE?**

**A:** We believe that we are better together. When we surround ourselves with other successful, like-minded people, we grow to new heights. Real Producers is a platform that brings together the most accomplished individuals in the Connecticut real estate sector.

By curating an exclusive community comprised of the top 300 real estate agents and RP-vetted businesses in each market, we foster a shared space for sharing stories, celebrating successes, discussing market trends, and highlighting upcoming events. Our monthly publication is dedicated to connecting, informing, and inspiring, encompassing anything that contributes to the enrichment of our community.

**Q: DOES REAL PRODUCERS HAVE EVENTS?**

**A:** Yes! We have specific networking events throughout the year.

**Q: WHAT IS THE PROCESS FOR BEING FEATURED IN THIS MAGAZINE?**

**A:** The process for getting featured in our magazine is straightforward. To be eligible, you need to be on the top 300 list, and we value nominations highly. Whether you're a real estate agent, business, broker, owner, or someone who admires the work of others, you can nominate individuals, including yourself. Even office leaders



have the opportunity to nominate outstanding real estate agents. We take every nomination seriously and consider anyone from the top 300 list who is brought to our attention. While we cannot guarantee a feature, we strongly encourage you to connect with one of our team members, show support for Real Producers, and participate in our private events. These steps can enhance your chances of being featured in our publication.

**Q: WHAT DOES IT COST A REAL ESTATE AGENT/ TEAM TO BE FEATURED?**

**A:** Zero, zilch, zippo, nada, nil. It costs nothing to agents, so nominate away! We are not a pay-to-play model. We share **REAL** stories of **Real Producers**.

**Q: WHO ARE THE RP-VETTED BUSINESSES?**

**A:** The RP-vetted businesses featured in our publication represent the some of best in the business in their respective categories within the Connecticut

Shoreline. You can easily locate them in our index. We do not randomly select businesses, nor do we collaborate with every business that approaches us. We prioritize businesses that have received your stamp of approval through recommendations and each business showcased has been personally recommended by many of the top agents featured in our publication. Before featuring any business, our team conducts additional vetting to ensure they align with our community's values and bring substantial value. Our aim is to build a robust network that not only includes the best real estate agents but also features top-tier businesses, fostering collective growth and strength within our community.

**Q: HOW CAN I RECOMMEND A BUSINESS?**

**A:** If you want to recommend a business that works with top real estate agents, please email or message us - **Email: sam.kantrow@realproducersmag.com**

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# Who, Not How

## UNLOCKING GROWTH BY HIRING HELP

In the world of real estate, time is your most valuable asset. As a self-employed agent, you juggle countless responsibilities—prospecting, negotiating, marketing, and managing client relationships. It's easy to feel overwhelmed trying to do it all yourself. This is where the idea of "Who, not how" becomes transformative. Instead of asking, "How can I do this?" shift your mindset to, "Who can help me accomplish this?"

When you try to figure out how to do everything on your own, you limit your growth. Tasks that don't play to your strengths or directly contribute to revenue can eat up your time and energy. By delegating to others who can do these tasks more efficiently, you free yourself to focus on what you do best—building relationships, closing deals, and growing your business. Hiring help isn't just about getting tasks off your plate; it's about creating space to achieve more.

Many real estate agents hesitate to hire help, fearing the cost or loss of control. But think of hiring as an investment rather than an expense. The time you save by delegating enables you to generate more revenue and reduce stress. If you're constantly missing opportunities, feeling burned out, or spending hours on administrative tasks, it might be time to bring someone on board. Even hiring part-time support can make a significant difference.

Finding the right person starts with understanding what you need. Begin by tracking your daily activities and identifying the tasks that take up the most time but don't require your expertise. It might be managing paperwork, scheduling showings, or creating marketing materials. Hiring someone to handle these responsibilities allows you to prioritize high-value activities that drive your business forward.

The fear of hiring often stems from worrying about finding the right person

or not having enough work to justify the expense. Start small. You can hire a virtual assistant, outsource specific tasks to freelancers, or bring on someone part-time. The key is to ensure they're aligned with your goals and willing to grow with you. Clear communication and proper onboarding are essential to building a productive working relationship.

When you embrace "Who, not how," you'll notice immediate benefits. You'll be able to focus on the parts of your business you enjoy and are best at while leaving the rest to capable hands. This not only improves productivity but also reduces stress and opens the door to scaling your business. Real estate success isn't about doing everything alone. It's about building a team that supports your vision and allows you to achieve more than you ever could on your own. Hiring help is a step toward creating a sustainable, thriving business—and it might just be the best decision you ever make.

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# LISA ROLLINS

*Team*



**A** life in real estate does not always start in real estate. For Lisa Rollins, the winding road of life led her to great success in this industry in Connecticut. From her youth at Amity High School in Woodbridge to degrees from Bay Path College and Northeastern University in Boston Massachusetts and from work in banking and school administration to raising a son as a single mom along the Connecticut Shoreline, life has been full of fulfilling experiences for Rollins – and those experiences have led her to elite status as one of the top Realtors in her area.

Real estate may only have been an aspiration during her time in Boston, but it was always something Rollins considered as a career path. As she moved back to Connecticut, her love of the industry was piqued again, searching for her new home in Madison. She found work in New Haven – and spent five and a half years working as Executive Assistant to the Dean of Public Health at Yale University. With her unparalleled work ethic, Rollins found more responsibilities in her time in the Ivy League – and her boss encouraged her to take that drive to form her own company. She reflected on her time at Boston and her pursuit of work in real estate... and a new career was born as she left the world of paid vacations and days off, subsidized healthcare and savings and set out on her own.

She has not looked back.

Rollins used her connections from Yale to build a client base – working with “one hundred and ten percent effort” to establish herself as a legitimate contender in the high-octane





Still, Rollins has built a home here in Connecticut – she has remarried (one of her former clients, in fact), and finds time to spend with her husband, son, and Yorkie Ginger. She enjoys paddle boarding and Pilates – and is always interested in traveling to blue waters and trying new restaurants in her community—not to mention playing bartender at home by trying to concoct different martini recipes. She has found a great deal of success in Connecticut - and credits her team, loyal clients, husband, and late mentor Joan Davis Clark for her accomplishments in a demanding, ever-changing business.



world of Connecticut real estate. She sent out mailers, worked floor duty, and held many open houses every week – all while networking and conversing with local business owners and potential home buyers and sellers. Lisa recalls working regularly until 8pm thinking how grateful she was to have Bradley & Wall available for dinners on her way home. Her own mortgage lender gave her a strong lead early in her career – helping a local veterinarian and wife move from Durham to Guilford – and that provided the necessary spark for Rollins to kick her career into high gear. She has proven time and time again that she is willing to make the necessary sacrifices to be successful in the field... and if you fast forward a little over a decade... Rollins has become the subject of a bidding war for her elite services as a Realtor up and down the shoreline.

At this stage in her career, Rollins still has that same love of real estate that she did when she began. She prides herself on a high level of proactive, customized client service in each interaction. She focuses on quality over quantity - putting in the necessary work with each client to have them coming back as repeat buyers or sellers... or recommending others to seek her services. She loves that she can still learn and share new things from deals – calling it exciting to be able to pick up new tricks of the trade over twenty years into the field. Rollins enjoys mentoring realtors – giving them the tools they need to advance their careers quickly, as she did. As she looks ahead, she considers obtaining a broker’s license – or adding a Florida real estate license as many clients seek warmer weather.










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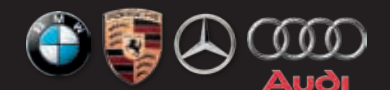
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# A & R Environmental

BY GEORGE GROTHEER



Photo by Rise Visual Media

**J**osh Clark is the radon specialist other radon specialists call when they need help.

Is that enough for you?

Clark is a man who enjoys a challenge – whether it is mapping out a complicated basement layout to plan an air quality solution or it is stepping in for other companies to remediate a problem they cannot fix, his company A&R Environmental is one that will roll up its proverbial sleeves to get the job done.

For Clark, radon remediation is a family affair – and it is family that

pulled him in from an entirely different career. He began his professional life as a manufacturing engineer, programming parts for aircrafts. While he enjoyed building things, he says he much preferred opportunities to work outside, actively working on projects in open space. He decided to leave that industry after the September 11th terrorist attacks and went into construction. In that industry, he focused mostly on remodeling homes and working with siding and windows – and it was there that he developed

a deeper understanding of buildings and their long-term needs. In his time working in construction, he laid the groundwork for a life in home service – no pun intended.

By the middle of the decade, his cousin needed help in radon remediation service after a relative had suffered a major injury to both arms – so he picked up a radon detector and a new career was born.

After securing his license at Rutgers in 2007 (and adding many more certifications and licenses since then),



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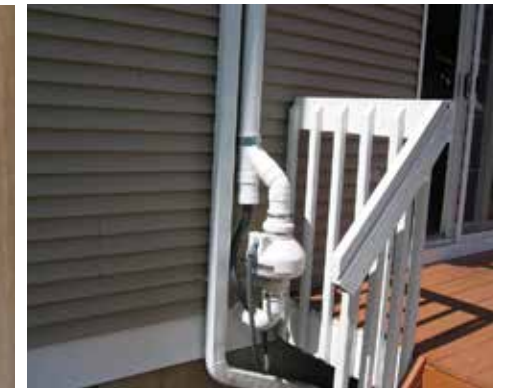
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Clark got his brother involved in the business and things took off from there. Jordan Clark, partner of A & R holds an electrical license and brings an even higher quality of customer service to their clients allowing their crew to go from testing to full remediation without having to “call around” for additional subcontractors. A&R bought out Energy Tech and Connecticut Radon – merging the three companies into something larger, with more resources and reach to help as many people as possible.

The company began moving beyond residential work to work in commercial buildings, doing diagnostic testing for radon, mapping floor plans and identifying hot spots, and understanding air flows to approach each case in a unique fashion.

Clark says many companies go in with a one-fix solution – but according to A&R, that is not the best way to do business. He says other companies do not take the time to figure out how things work – it takes more than drilling

holes in the ground to engineer a system that works for the building.

While other specialists can claim to be your best option, only Josh Clark has the experience, resume, and know-how to optimize your service to your satisfaction. When those other companies cannot identify the best way to solve a problem, they call A&R Environmental to come in for the save... making Clark & company are your best option's best option.





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