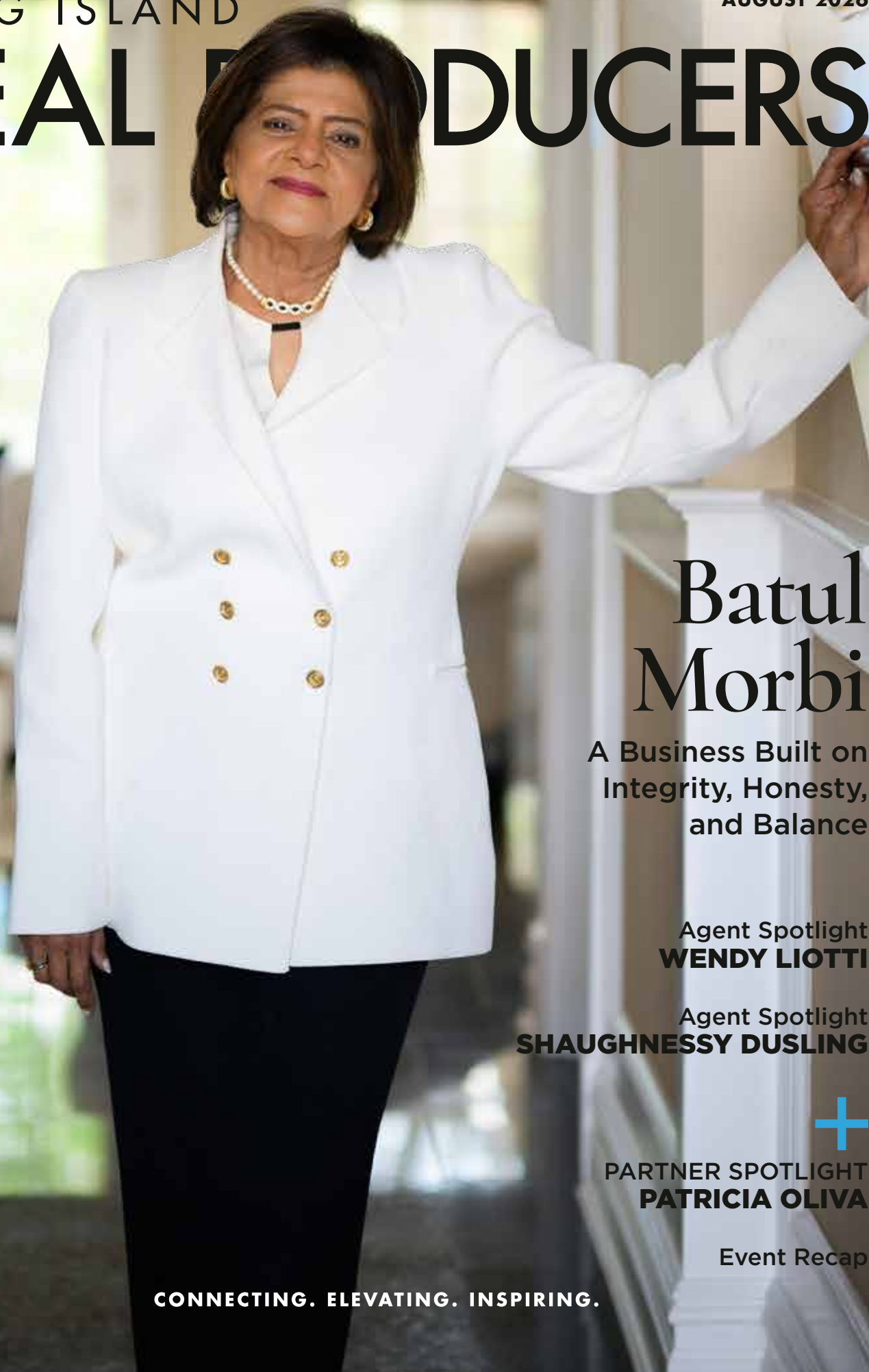


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AUGUST 2026

REAL ESTATE PRODUCERS



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Agent Spotlight
WENDY LIOTTI

Agent Spotlight
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PARTNER SPOTLIGHT
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Event Recap

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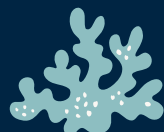
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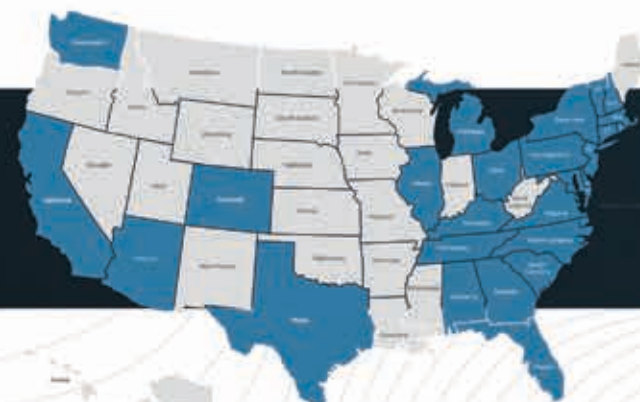
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PUBLISHER'S NOTE

Strong Seasons, STRONGER COMMUNITY

The Momentum Continues.

There's something special about watching this community come together.

Just a few weeks ago, we gathered for our Summer Soirée at The Royalton on the Greens, where hundreds of conversations, new introductions, and familiar faces reminded us why *Long Island Real Producers* exists. It wasn't about transactions—it was about relationships. Seeing top-producing agents and trusted preferred partners reconnect, welcome new members into the community, and simply enjoy an afternoon together was a highlight of our summer.

Thank you to everyone who joined us and helped make it such a memorable event.

People often say August is the "Sunday of summer"—a time to slow down before the routines of fall return. While the beach days and family vacations are certainly worth enjoying, we know that's rarely the reality for Long Island's top real estate professionals.

For many of you, August is anything but quiet.

You're guiding clients through last-minute closings before the school year begins, preparing listings for the fall market, negotiating contracts, and continuing to deliver the level of service that has earned you a place among the top producers on Long Island. You know that finishing the year strong starts long before the leaves begin to change.

Here at *Long Island Real Producers*, we're carrying that same energy forward.

Our community continues to grow in exciting ways. We're meeting remarkable agents every week, welcoming new preferred partners who share our commitment to excellence, and introducing fresh editorial features that allow us to tell even more of the stories that make this industry so unique. While production may earn a seat in this community, it's character, consistency, leadership, and collaboration that continue to inspire the pages of this magazine.

As publishers, one of the greatest privileges of this role is witnessing what happens when great people are intentionally brought together. New friendships form. Business relationships grow. Ideas are shared. Referrals happen naturally. Most importantly, a stronger real estate community is built—one conversation at a time.

As summer begins its final chapter, we hope you'll take a moment to enjoy everything that makes Long Island such a remarkable place this time of year. Then, with the same determination that has brought you this far, finish the season strong and continue building toward an exceptional year.

We're excited for everything still to come.

See you soon,

Christine & Blaise Ingrisano
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Patricia Oliva

A Passion for Title Insurance
& Consumer Advocacy

BY NICK INGRISANI
PHOTOS BY CHRIS BASFORD / DYNAMIC MEDIA SOLUTIONS

Patricia Oliva's story begins in Nassau County, where she was raised and still draws much of her professional purpose today. A mother of two with a background rooted in law, her early ambitions were clear—she set out on a path toward becoming an attorney. But along the way, a detour into real estate would ultimately redefine her career and, in many ways, her mission.

While pursuing pre-law studies in the early 2000s, Patricia made a practical decision to obtain her real estate license, aiming to support herself financially while continuing her education. At the same time, she earned her paralegal certification, equipping herself with a strong foundation in legal processes. What began as a means to an end quickly became something more. As she stepped into real estate transactions, she started





noticing patterns—specifically, recurring issues tied to title conditions that were surfacing far too late in the process.

Between 2003 and 2005, Patricia balanced selling real estate with immersing herself in the title insurance side of the business. Working closely with a title company, she gained a deeper understanding of what happens behind the scenes of every transaction. It became clear that many of the challenges agents and consumers faced could be avoided if they were addressed before a property ever hit the market or an offer was submitted. That realization led to a pivotal decision to forgo becoming an attorney and shift her focus entirely on what she saw as a critical gap in the industry.

“I learned how to be a better agent by empowering the consumer with what realtors don’t know and trying to get ahead of the property issues that occur after fully executed contracts. While working alongside that title company, I learned the need for realtors to learn what I learned. So in 2005, I incorporated my own Title company and put my real estate license on the back burner. I wanted to

become an asset to realtors to help them understand what’s involved in a property before placing it on the market.”

From the outset, Patricia positioned herself as a service provider and a resource. Her work centered on empowering both real estate professionals and consumers with knowledge around title insurance, which is an aspect of real estate that’s often overlooked or misunderstood. Over time, she saw firsthand how a lack of education in this space led to delayed closings, failed transactions, and, in some cases, significant financial loss.

“Real estate crimes are happening a mile a minute, and they’re often not spoken about. Seller impersonation, wire fraud, deed theft, mortgage fraud, identity theft... By bringing this information to realtors from the beginning of the transaction, we’re assisting in preventing the consumer from being affected by a property that is impacted by real estate crime.”

By 2011, Patricia began formalizing what she had learned into educational content. These weren’t abstract concepts—they were real scenarios, drawn from real

deals that had gone wrong or nearly fallen apart due to title complications.

“I started writing my own courses on what I felt was wrong in transactions. Why are people dealing with issues after a contract is signed? Time ends up wasted on all ends of transactions due to title issues. The more transactions I’d see delayed getting to closing, or that they just couldn’t close, that’s when I started detailing problems.”

Her courses quickly gained traction in New York, earning state approval and drawing attention for their practical, no-nonsense approach. But the demand didn’t stop there. In the years that followed, Patricia was invited to bring her curriculum to other states, including Florida, New Jersey, Pennsylvania, North Carolina, and Texas. Today, her courses are approved in six states, with plans to expand nationwide.

What sets Patricia apart is her comprehensive perspective. With experience spanning real estate, legal processes, and title insurance, she understands the transaction from multiple angles. That insight allows her to



connect the dots in a way that resonates with agents, attorneys, and consumers alike. Her teaching emphasizes a simple but often overlooked principle: a real estate transaction should begin with title, not end with it.

At the core of her business is a commitment to consumer advocacy. Patricia works directly with buyers, sellers, and homeowners refinancing their properties, guiding them through the often-confusing world of title insurance. She emphasizes the importance of understanding not just the cost, but the coverage — and the long-term implications of the policy they choose.

Too often, she encounters homeowners who cannot explain why they purchased title insurance in the first place—or worse, discover that their policy no longer protects them due to issues with the underwriter.

Patricia is particularly passionate about helping consumers understand the difference between standard and extended title insurance policies and the level of protection each provides. In an era where property-related fraud is

on the rise, she believes that informed decisions at the closing table can make all the difference in safeguarding a homeowner’s future.

“My passion is about helping real estate agents and consumers learn that listing a home, or presenting an offer on a home, begins with title insurance. Because if the property doesn’t have a clear title, it should not be listed. The title inspection is just as important as the home inspection.”

Outside of work, Patricia finds balance through running. She’s completed multiple marathons across Long Island and embraces the perseverance and mental toughness of the sport.

“Runners fight for success, something about mindset in marathon runners that we don’t give up until we get to the finish line. I won’t give up on the consumer. I’ll continue to fight for the consumers’ rights that aren’t being offered to them in the real estate transaction.”

Family has always been at the heart of Patricia’s life. Her late husband owned three beloved Long Island restaurants, and together they often welcomed

agents and consumers into those spaces for educational events, blending hospitality with her passion for serving the community.

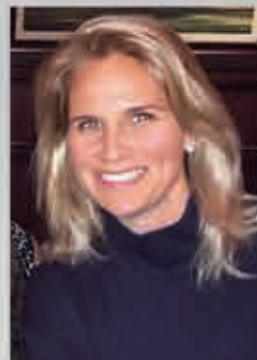
For Patricia, the most rewarding moments come full circle—seeing clients she has guided through the transaction process later celebrating milestones with their families. It’s a reminder of why she does what she does.

Driven by a deep sense of responsibility, Patricia continues to advocate for higher standards, greater transparency, and more title insurance education across the real estate industry. 🏠

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- Elaine





WENDY LIOTTI

A Generational Legacy Rooted in Community

BY NICK INGRISANI
PHOTOS BY DANIEL WHITE / DYNAMIC MEDIA SOLUTIONS

Wendy Liotti has lived within a mile of the same stretch of Long Island her entire life. She was born and raised in Carle Place, married there in 1977, and still lives there today. Real estate runs deep in her family, so when the time came for a career pivot, her roots in the community were incredibly helpful.

Her mother and aunt, Harriet Rowan, had opened a firm called Rowan Realty in 1963. Growing up around the business meant that Wendy absorbed its rhythms before she fully understood them. She experienced the late dinners, the clients who called at odd hours, and the many ways a house sale could upend a family's week.

"Realtors are always busy with their clients. I grew up with it my whole life, so I knew what was involved."

After graduating from Carle Place High School in the 70's, Wendy headed to Duke University, where she studied fine arts and education. She came home to finish her master's degree, taught art for a decade, started her own after-school art academy, and wrote for the local paper. Then she had twins, and life reorganized itself around her family.

Real estate circled back into her life in 2002, when her mother called asking for help with getting her business organized on her computer. She spent the early years doing it part-time while her children were still young, handling admin work and gradually taking on more. After about two years, she was fielding Zillow leads, finding buyers, and building something of her own. Having grown up inside a real estate family gave her a head start most new agents don't have — not just knowledge, but credibility. People already knew the name.

"It's something I hadn't expected to do, but turns out that I really like it. I find it very exciting. Real estate is the biggest investment you ever make in your life, and I feel honored that somebody would trust me with that decision. I also feel a large responsibility to do the best job I can for them and their family."

She successfully built and grew her business over 24 years, most recently making a move four months ago to Signature Premier Properties. The decision came down to the feel and culture. For Wendy, Signature is localized to Long Island and aligned with how she had always worked.

"I consider it a very family-oriented group. That's what I liked about Signature. They're very professional and have great support. And I'm at the point now when I meet with a prospective client, they're not coming because of the brokerage I'm affiliated with, they're coming because of me."

Her office sits in a prominent location right on Westbury Avenue in Carle Place, which allows her to be a staple in the local community. Every holiday season,





when the tree lighting happens across the street, Wendy puts a table out front and serves hot chocolate and cookies. Every Memorial Day parade, she does the same with water and snacks.

"I like being able to see my clients, observe their lives, and see their children grow. I feel like they're a part of my life and I'm a part of their life. That connection is very important to me."

Ninety percent of her business now comes through referrals. She doesn't chase leads or cold call. She answers when people call her, follows through on what she promises, and consistently puts her clients' best outcomes ahead of her own benefit.

Then there's the family dimension, which has taken on a new shape recently. Her daughter Francesca, 37, just got her real estate license and is working alongside her. That makes Wendy the middle of a three-generation story.



"My mother sold real estate for over 60 years. I was very fortunate to learn from one of the best, and I hope I can pass that knowledge on to my daughter so she'll feel that she learned from the best too."

The generational thread runs in both directions. She's now selling homes to the grandchildren of clients she worked with years ago. Three generations of agents. Three generations of buyers. All from the same community and to communities beyond.

Outside the office, Wendy loves to go to ashtanga yoga, pilates, and spin classes, and paints when she can find the time. She is also committed to



community service and being involved in the community she's been rooted in her whole life. She sits on the board of Westbury Arts, serves on the village of Westbury's planning board, and acts as VP of the Westbury-Carle Place Chamber of Commerce.

"I'm always grateful for everything I have and do what I can to share with other people who may be going through a tough time."

At home, Wendy's most steadfast commitment is to her husband of 48 years, Tom — a former high-profile defense attorney and Village of Westbury judge for 32 years — who was recently diagnosed with PSP, a Parkinson-like disease. He is now wheelchair-bound and requires 24-hour care. The same qualities that have defined her professional life, showing up, following through, and being present, define her role at home too.

Seventy years in one town gives a person a particular kind of perspective. Looking into the future, Wendy remains focused on tending her relationships with her community, her profession, and with a family legacy that started when she was just a child growing up in Carle Place. 🏡

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SHAUGHNESSY

A Thriving Business that's **BOLD**,
AUTHENTIC, and **ENTIRELY HER OWN**

BY NICK INGRISANI

PHOTOS BY CHRIS BASFORD / DYNAMIC MEDIA SOLUTIONS



Shaughnessy Dusling grew up in Port Jefferson village and left for Manhattan at 17 to study musical theater at Fordham's Lincoln Center campus. When it wasn't the experience she thought it would be, she transferred to Stony Brook, picked up a dual major in theater and education, and student-taught long enough to know that a classroom wasn't where she belonged either.

What followed was a stretch of years that were anything but a straight line. She got married young, had two daughters back to back, and stayed home with them while they were small. Then she took a baking class. That led to making elaborate Cake Boss-style cakes professionally out of her kitchen, working for a baker, and running social media for that business. That led to the discovery

that she was genuinely good at it — better at marketing than baking.

However, she eventually hit a ceiling with baking work in the throes of a big life change.

"I could only bake so much and make so much money. I was getting divorced, had 2 little kids, and needed something more flexible where I could take care of my family."

She got her real estate license in 2015 and joined her mother, who had been a successful broker owner for years. In her first year, with two young children at home, she closed 12 transactions. The thing that separated her from other agents starting wasn't a sphere of influence or a built-up client list. It was the camera.

"It's really hard to squeeze water from a stone, but I figured out how to do it. I wouldn't take no for an answer. Heavily leaned into what I knew, which was social media marketing. I started doing videos on day one, at a time

when nobody was doing videos. I started getting clients through my videos, and really leaned into my theatrical experience, making things funny and approachable, with a lot of satire."

For a while, she dressed like a traditional real estate agent; she wore a blazer, covered her tattoos, and played the role she thought she was supposed to play. But that approach never resonated.

"I'm a creative, so when I started, and I was here in a suit jacket, hiding my tattoos, it made me sick to my stomach. Because I wasn't being myself, and it was uncomfortable. Once I knew what I was talking about, and knew I was an authority in the business, I just threw the blazers away and thought I'd be myself and show people who I am. I've never felt like I lost a listing or a client from being myself."

The pink jeep came next. Then all-pink signage. Now she has a bold, cohesive branding strategy that doesn't look like anyone else on

Long Island. People recognize her truck before they recognize her face, and that's by design.

"I'm always in pink, branded... all the things. Loud and in charge."

Her philosophy on authenticity isn't a soft one. People know when you're not being genuine, and the agents who try to be something they're not often lose clients without knowing why. The way Shaughnessy talks to you at an open house is the same way she'd talk to you in line at Dunkin' Donuts. That consistency is what builds trust, and trust is what builds a referral-based business. Today, everything she does comes through people who know her or know someone who does.

"My business has become a well-oiled machine, and my reputation precedes me, which is a blessing. Everything I do is by referral, which makes it more manageable and more enjoyable."

She still works on her mother's team and has no particular interest in building one of her own. She'd rather be accountable only to and for herself at the end of the day. What she is building, with intention, is an exit plan — something she says too many agents ignore until it's too late.

"I've seen a lot of agents who haven't set themselves up for success to enjoy the back end of life. I want to work smarter rather than harder. I'm very much in build mode, doing the delicate dance of work-life balance, so I can enjoy my life, my children, and time with loved ones. All while simultaneously serving my clients at the highest level."

The clients she gravitates toward tend to be at inflection points: going through a divorce, losing a parent, or figuring out what the next chapter looks like.



"I've had clients call me their real estate fairy godmother or guardian angel. I show up when people need it. Showing up with empathy and compassion is something that's hard to find in this industry."

Her theater training taught her diction and cadence, how to read a room and adjust. Her education coursework taught her how to communicate with different kinds of people. The baking and social media work taught her how to position things, get attention, and hold it. None of it felt like a career path at the time. But in hindsight, her life journey has all coalesced into the authentic business you see today.

Outside of real estate, she co-founded Leverage and Lead

Long Island, a networking group for women in business with over 200 members.

"As a single mom, I'm all about empowering women and helping them lift each other up. That's really important to me."

She also runs the Breakfast Club, a mastermind group drawing about 50 agents from different brokerages across the island. Beyond that, she loves hiking, reading, yoga, and chasing Dave Matthews Band on tour.

Now over 10 years into her real estate career, Shaughnessy has built an impressive business and brand that is making an indelible impact on the Long Island real estate market. 📍

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CELEBRATING
years
of Long Island
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Three Years Later: Still Raising the Standard
When Long Island Real Producers first featured Fran Mazer on the cover of its very first issue, she was already well-known for her polished approach, unwavering professionalism, and reputation for delivering exceptional results. Three years later, those qualities continue to define her business—and now, the impact has grown even further.

Celebrating **25 years in real estate**, Fran has continued to shape the success of Compass Greater New York’s Woodbury office as one of its founding agents. Her team has earned a place among the **RealTrends / The Wall Street Journal Top 1.5% Small Teams in the Nation** for four consecutive years, while continuing to represent many of Long Island’s most notable properties, including record-setting and headline-making sales throughout Woodbury, Old Westbury, Oyster Bay Cove, and beyond.

Perhaps the most meaningful milestone came this past December, when Fran and her team surpassed **\$1 billion in career sales volume** while also celebrating the privilege of helping more than 1000 families buy and sell homes over the course of her career. It’s a remarkable achievement that reflects not only exceptional production, but decades of trust built one relationship at a time.

While the accolades have continued to grow, Fran’s philosophy remains remarkably consistent.



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What is new with... Fran Mazer

AUGUST 2023 COVER STORY

“Presentation and first impressions matter.”

It’s an approach rooted in her earlier career as an FIT graduate and children’s clothing designer, where attention to detail and thoughtful presentation were essential. Today, those same principles shape every listing she represents. Over the past three years, she’s expanded her team with dedicated specialists in marketing, staging, and client experience—creating a collaborative approach that allows every property to be showcased at its highest potential.

Beyond the numbers and recognition, however, Fran continues to build her business the same way she always has: through relationships. A lifelong Long Islander, she still considers many of her clients lifelong friends, and when they relocate, she’s committed to helping them find trusted professionals who will care for them just as she has—whether their next chapter takes them to Florida, Texas, or anywhere in between.

Three years after her first **Long Island Real Producers** feature, one thing is clear: Fran’s business has continued to evolve, but the values behind it have never changed. Consistency, professionalism, and genuine care for her clients remain the foundation of a career that continues to thrive.

What is new with...

Frank & Nicole

Dynamic Media Solutions

AUGUST 2023 PARTNER SPOTLIGHT

Three Years Later: Still Capturing the Moments That Matter

When **Long Island Real Producers** first introduced **Frank and Nicole Urso**, they were already building a reputation for helping agents present themselves and their listings at the highest level. Three years later, that reputation has only continued to grow.

As the husband-and-wife team behind **Dynamic Media Solutions**, Frank and Nicole have become trusted creative partners to many of Long Island's top-producing agents. From stunning listing photography and cinematic video to lifestyle branding sessions featured throughout the pages of **Long Island Real Producers**, their work has become synonymous with professionalism, quality, and attention to detail.

Frank continues to lead the creative side of the business, providing photography, videography, floor plans, Zillow 3D tours, and aerial imagery as one of Long Island's early FAA Part 107-certified drone pilots. Nicole brings more than two decades of financial expertise to the company, overseeing operations and ensuring the business continues to grow with the same thoughtful approach that has defined it from the beginning.

As a valued **Long Island Real Producers** Preferred Partner, they've become more than media professionals—they've become an

important part of the community, helping agents elevate their brands while documenting many of the relationships, celebrations, and milestones that define the LIRP network.

Their guiding philosophy remains as relevant today as it was three years ago:

"In order to stay dynamic, we must adapt to constant change."

That mindset has allowed Dynamic Media Solutions to continue evolving alongside the industry while remaining true to what matters most: delivering exceptional service, embracing innovation, and helping clients put their very best image forward.

Three years after their first **Long Island Real Producers** feature,

Frank and Nicole continue to prove that lasting success is built through partnership, adaptability, and a genuine commitment to helping others shine.



What is new with Nikki Taylor Friedman

AUGUST 2023 RISING STAR

Three Years Later: Relationships Still Lead the Way

When **Long Island Real Producers** first featured **Nikki Taylor Friedman**, her passion for people, community, and the North Shore market was unmistakable. Three years later, that same relationship-first mindset continues to fuel a career that has reached even greater heights.

As an associate broker in Douglas Elliman's Huntington office, Nikki continues to be a driving force in Long Island real estate. In 2023 alone, she closed more than \$27 million in sales across 36 transactions while earning national recognition as one of the **National Association of REALTORS® 30 Under 30** honorees. Her leadership has also expanded beyond her own business, she served as a Director for the New York State Association of REALTORS® after previously leading LIBOR's Young Professionals Network.

Despite the accolades, Nikki's philosophy remains refreshingly simple: relationships come first.

Rather than relying on cold calls, she continues to invest in the people around her—hosting client appreciation events,

gathering friends and clients around the dinner table, and living by the belief that "I get by giving." It's a mindset that has helped her build not only a thriving business, but a loyal community that continues to grow through trust, referrals, and genuine connection.

That commitment to giving extends well beyond real estate. Each October, Nikki takes on the challenge of supporting God's Love We Deliver, through the ride for love, volunteers at local charity 5Ks, and proudly supports Long Island Cares and other organizations that strengthen the community she calls home.

Three years after her first **Long Island Real Producers** feature, Nikki's reach has grown, her leadership has expanded, and her impact continues to deepen. Yet at her core, she's still the same North Shore professional who believes success is measured not just by transactions, but by the relationships built along the way.



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BATUL
MORBI

BY NICK INGRISANI
PHOTOS BY CHRIS BASFORD / DYNAMIC MEDIA SOLUTIONS

“I love real estate. It’s my passion. I’m very happy to sell beautiful homes to beautiful people.”

Batul Morbi grew up in Mumbai, and by the time she arrived in the United States in 1975, she had already earned a finance degree and built a clear sense of what she wanted her life to look like. She and her family came to America for the opportunities it offered, settling first in Queens and then making her way to Long Island, where she has lived for the past four decades. She and her husband, a dentist, raised two children together — a son and a daughter, who is now married with two children of her own.

When Batul first arrived, she took a job in accounting. It was a practical choice, a way to put her education to use while she and her husband got established. But when her children were young, she stepped back from traditional work entirely. For ten years, she was home with her kids, present for all of it. When the time came to return to something of her own, a 9-to-5 was never going to work for her. She got her real estate license in 1991.

“I decided I wanted to do something where I could be home for my kids on my own time. I got into real estate because of the flexible hours. I wanted to spend time with my kids and be there for them. Then I started loving it and got really interested in the business.”

The early years were an education in the truest sense. Batul had come from a different country with a different system,





and Long Island's school districts, neighborhoods, and town dynamics were all new to her. She learned it herself by researching areas, understanding what made one town different from another, and studying school systems. She moved her family to Woodbury for the school district, then to Muttontown, where she has lived for the last 40 years. The knowledge she built wasn't incidental; it became one of her most valuable professional assets.

Her business was slow to start. But by years three and four, all of her learning and networking began to pay off and snowball in a positive direction. Her husband played a key role in that early momentum — he knew people, made introductions, and put her name in front of his patients and colleagues. Word spread for her the way it does when someone is good at what they do and honest about it. Batul has never been someone to oversell or maneuver. She has worked with buyers for two to three years without walking away. That reputation, built one transaction at a time, is what her business runs on now.

"It's not just about getting a commission. I work really hard with buyers to show them enough homes and make sure they're satisfied. I never push anyone. I give each person the space they need. If there's something about the house that I don't think is good, I won't just sell them the house to make a sale. I show each client all the negatives and positives, and let them decide for themselves."

Today, Batul leads a small team of three, though she is the first to say she does most things herself. She is a stickler for the details of showings, listing appointments, and client communication. She has an assistant who helps, but the client-facing work is hers. The results of her hard work are clear. She was recently named a Top 500 Agent in 2026 and ranked in the Top 2% of 24,000 real estate professionals serving Nassau and Suffolk Counties.

What sets her apart, by her own account, is preparation and patience. Before she takes a buyer out, she knows them — their priorities, what they've liked and not liked before, what matters to them in a neighborhood.



"I'm very hands-on. If I show somebody houses, I'm thoroughly prepared. When they ask me about schools, areas, what's around... I know everything. I prepare myself well before I take anyone out. I get to know them, see what they like and don't like, then take the time to show them the right properties."

At this point in her career, Batul isn't chasing new business. Referrals from past clients come in steadily, and she takes care of everyone all the same.

"I just go along and get more listings and more referrals all the time. I take care of every client who comes my way. At this point in my life, I'm blessed."

Outside of real estate, Batul's family comes first.

"I LOVE REAL ESTATE. IT'S MY PASSION. I'M VERY HAPPY TO SELL BEAUTIFUL HOMES TO BEAUTIFUL PEOPLE."



Her children and her grandchildren are the center of her life outside of work. She also thrives on keeping a full social calendar: Broadway shows, movies, dinners with friends at a new restaurant every week. Most importantly, she's made a point of not letting the business consume everything, and she credits that discipline with keeping

her sharp and happy in it for more than thirty years.

While she loves the real estate business, Batul will also be the first to tell you that your life outside of work matters just as much. Her career is a testament to hard work, dedication to family, and the awareness to orient herself toward what's truly important in life. ▀

"I JUST GO ALONG AND GET MORE LISTINGS AND MORE REFERRALS ALL THE TIME. I TAKE CARE OF EVERY CLIENT WHO COMES MY WAY. AT THIS POINT IN MY LIFE, I'M BLESSED."





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There's something different about connecting outside the office. Away from appointments, negotiations, and deadlines, conversations become more genuine, ideas are shared more freely, and relationships deepen naturally. That's exactly the atmosphere at this year's *Long Island Real Producers Summer Soirée* at The Royalton on the Greens.

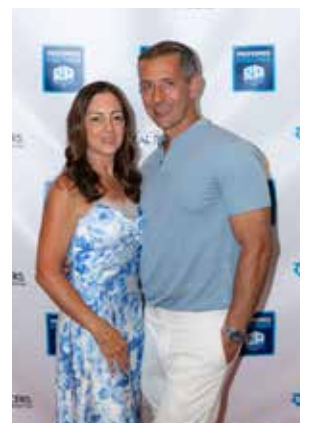
Bringing together Long Island's top-producing agents and trusted Preferred Partners, the afternoon was a celebration of the relationships that continue to strengthen our real estate community. Surrounded by beautiful scenery, lively conversation, and plenty of laughter, guests enjoyed an afternoon that reflected what *Long Island Real Producers* is all about—bringing exceptional professionals together in an environment where lasting connections can grow.

One of the afternoon's most memorable highlights was our live fashion sketch artist, whose elegant, personalized

illustrations quickly became a guest favorite. Watching attendees light up as they received their custom sketches added a fun and creative touch, leaving many with a unique keepsake to remember the day.

A heartfelt thank you to our event sponsors—**Inspecticore**, **The Zabbia Insurance Company**, and **HOMEstretch**—whose generous support helped make this gathering possible. We are equally grateful to Frank Urso and Daniel White of **Dynamic Media Solutions**, along with Andrew Malary of **Andrew Malary Productions**, for beautifully capturing the energy and spirit of the event.

Finally, thank you to all of our Preferred Partners for your continued involvement in the *Long Island Real Producers* community. Your partnership allows us to create experiences like these, where relationships are strengthened, collaborations begin, and our industry continues to grow together.







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