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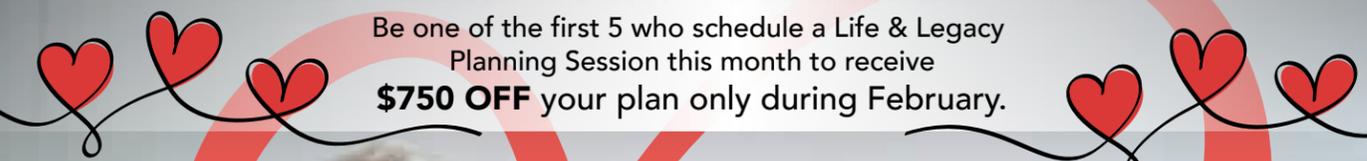
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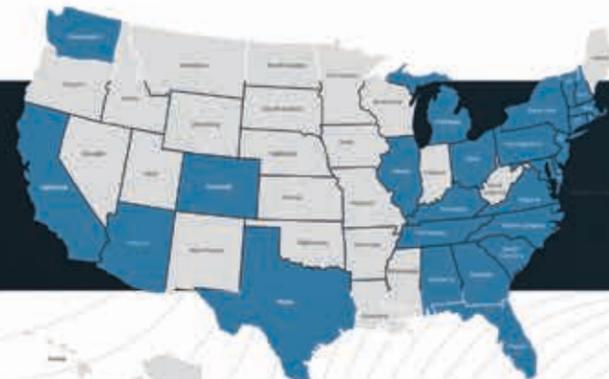


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Lisa Fasano **22** COVER STORY



Abhishek Seth



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NOTE

Publisher's

Conversation becomes a catalyst, and insight turns into momentum.

A mastermind isn't about having all the answers. It's about surrounding yourself with people who challenge your thinking and elevate your vision — people who understand both the pressure of producing and the privilege of building something meaningful. In that environment, conversation becomes a catalyst, and insight turns into momentum.

As you turn these pages, we hope this issue encourages you to reflect on what you're building beyond today's numbers. The most impactful careers aren't defined by a single year of production, but by the portfolios, relationships, and assets that continue to create value over time.

Here's to intentional growth — and to building something that lasts.

With gratitude,



Blaise Ingrisano & Christine Ingrisano
 Publisher/Area Directors
 Long Island Real Producers
www.longislandrealproducers.com

In the weeks leading up to this month's Mastermind, the conversation was already shifting. Production matters — but it's no longer the end goal.

Now, with a little distance from the room and time to reflect, one message continues to resonate: true growth happens when we look beyond the next closing and begin building with intention. Moving from production to portfolio requires a change in mindset. Creating lasting assets requires discipline, perspective, and a willingness to think long-term — not just about income, but about impact.

What made the Mastermind powerful wasn't a single idea or strategy. It was the collective experience in the room. Honest conversations. Shared challenges. A willingness to ask better questions about sustainability, leverage, wellness, and what success truly looks like in this season.

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CHRIS BOYLAN

A Lifelong Commitment to Community, Service, and Hard Work

BY NICK INGRISANI • PHOTOS BY ANDREW MALARY

Chris grew up in Franklin Square, and hard work was built into his life from a young age. He had a paper route when he was just 11 years old and worked many odd jobs until he attended St. John's University, where he studied finance. On the cusp of attending law school, he was called to join the Nassau County Police Department.

"My dad suggested I go to law school at night, but I was having too much fun out there with the guys and girls being a street cop. Now I have 22 years in the police department."

For over two decades, Chris has built a respected career in law enforcement — from patrolling neighborhoods and serving as a detective to working in the commissioner's office and eventually supervising officers as a sergeant and now a lieutenant. That journey gave him an invaluable skill set that now defines his real estate career: the ability to read people, stay calm under pressure, and negotiate complex situations with confidence.

Even as a police officer, Chris was never one to settle for just one role. From his early paper route at age eleven to running his own commercial debt collection company, he always had multiple ventures in motion. That entrepreneurial drive became the foundation for his next chapter.

Life took an unexpected turn when a series of health issues affected members of his family. He sold his business to focus on what mattered most and decided that he was ready for a change. As fate would have it, his father had an idea.

"My dad was a retired police lieutenant, and I saw how successful he was with his network of city cops — his police family. It's a built-in network of people who trust each other. My dad told me to get my license so we could be a father-son team. We did one deal before my dad passed away. I took over his business and learned it on my own."

He began by leaning into the community he knew best: police officers, firefighters, EMTs, and first responders. That shared sense of trust opened the door to an ever-expanding network of clients. By his second year in the business, Chris was closing deals faster than he could keep up with. To manage the growing demand, he began encouraging fellow officers and friends to earn their licenses and join him.

By 2017, Chris officially formed his own team under Exit Realty, laying the groundwork for what would become one of the largest and most productive groups in the state. His approach was simple but powerful: create a culture built on trust, generosity, and shared success.

"The majority of people on the team are cops, firemen, and people close to me. Some of my cousins joined too. I talk to people I trust, and if I think they would do a good job in the business, I encourage them to get their license."

Today, his team includes around forty agents who are united by the same work ethic that has always defined Chris's life. The top ten are his most active, but every agent contributes to a collaborative web that sets his team apart.





“
I'M GENEROUS WITH
MY CLIENTS, AND
IT COMES BACK 10-
FOLD. KARMA COMES
BACK TO YOU.”

Unlike most leaders, Chris doesn't just delegate — he partners. Nearly every deal he touches is shared 50/50 with another agent. It's his way of teaching by doing, helping teammates grow their own businesses while keeping relationships at the core of every transaction.

“I very rarely do a deal alone; 98% of the time, I'm bringing in a teammate to do a deal with me. It's a good way to scale my business as they also scale their business. It's a unique aspect of our team: we reciprocate with one another. As long as we all trust each other, teamwork makes the dream work.”



That collaborative spirit has paid off. Over the past three years, Chris's team has been ranked the #1 Exit Realty team in all of New York State. He's personally brought more than sixty agents into the brokerage over the past decade, helping to grow its reputation and reach. And yet, despite all the accolades, what matters most to him remains unchanged: serving people with integrity and heart.

“I love getting to see new places and meet new people. This business has changed my life. My clients have placed their trust and confidence in my team and I, and that is something I will never ever forget. Sometimes it's crazy, sometimes emotional, sometimes complete chaos, but as long as you do right by the client, everything falls into place.”

His thriving referral business highlights the success of his approach. Many of Chris's buyers have become repeat customers, returning years later to upgrade or invest, often referring their friends and family along the way.

“I'm generous with my clients, and it comes back 10-fold. Karma comes back to you.”

Outside of work, Chris is focused primarily on his family. He and his wife Dena are raising three daughters — Brianna, 12; Alexa, 11; and Julia, 6 — and he's intentional about not missing the moments that matter. Whether it's apple picking upstate, family vacations, or cheering from the sidelines at basketball, dance, or gymnastics, Chris makes sure to be present.

“Everything in moderation, balancing work with family time. I don't want to miss my kids growing up. Over this summer, I've been learning to delegate on the weekends so I can spend more time with my family.”

With nearly 750 sales behind him, his goal is to reach 1,000 and, someday, to open his own brokerage — a place where he can mentor and guide others, just as his father once guided him. As Chris reflects on the road that's brought him here — the long nights, the lessons, and the people who believed in him — he's grounded by a simple piece of wisdom his mother shared years ago:

“My mom always told me never forget where you came from, where you are now, and where you are going.”

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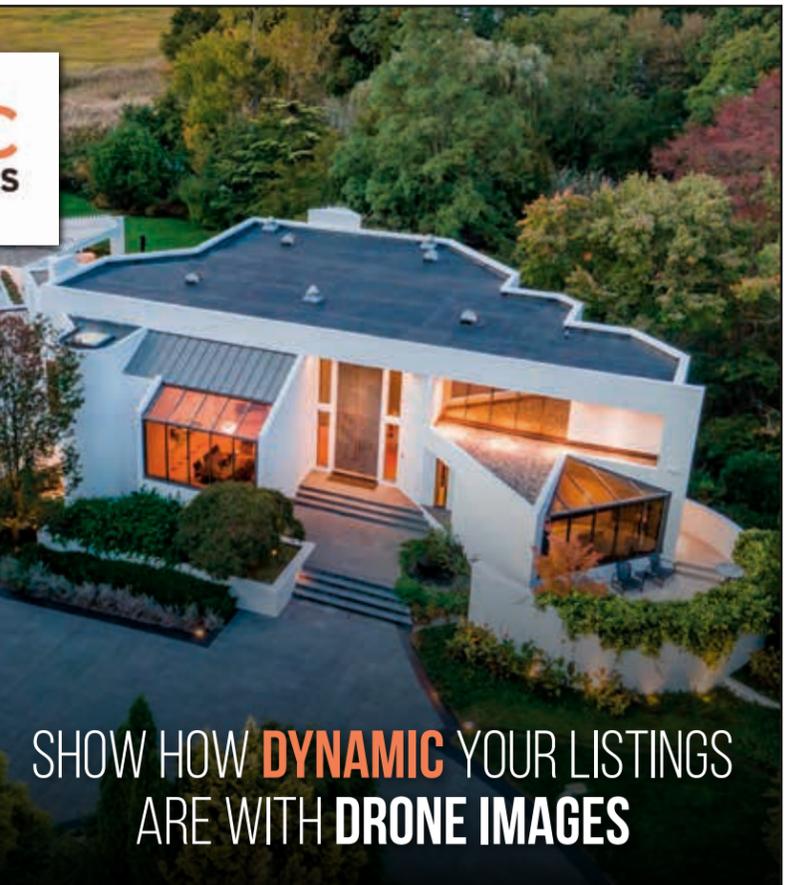


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A Business Rooted in Kindness & Connection

BY NICK INGRISANI
PHOTOS BY OASIS STUDIOS AT
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CHRISTOPHER CHEESEMAN & JONATHAN FINNERTY

Christopher Cheeseman and Jonathan Finnerty didn't set out to build a real estate team defined by volume, ego, or competition. They set out to build something far more enduring: a business rooted in kindness, community, inclusivity and trust. Today, as the married leaders of The CJ Team, on Long Island, that philosophy has become both their calling card and their greatest strength.

Christopher was born in Colombia and adopted at 8 months old into a loving family in Oakdale, New York. He excelled in school and entered college at sixteen, commuting directly from high school, to take freshman-level coursework. From there, his

path wound through multiple colleges and disciplines, before he earned an associate degree in media arts and communications, followed by a bachelor's degree in business, with a minor in education and an emphasis in English.

From there, Christopher's career took several different turns. He worked in Manhattan's textile industry, then moved to Las Vegas, where he pursued professional dancing and modeling. Represented by agencies in both New York and Las Vegas, he performed in major shows, while also working in management positions at Mandalay Bay and the Bellagio. Those years in performance and hospitality sharpened his people skills and work ethic—tools that would later prove invaluable.

Jonathan's path was equally people-focused, though entirely different. Raised in Coram in a large Italian-Irish family, he worked as a flight attendant, bartender and business owner, before later taking a position with the federal government. He and Christopher met in 2011, and from the beginning, their partnership was built on balance—where one was analytical and strategic, the other optimistic and relational.

"When we're working together on something, one always picks up where the other lacks, and vice versa. I enjoy keeping things light and always focusing on the positives!" – Jonathan

In 2015, Christopher asked Jonathan if he would support a leap into real



Eventually, Christopher returned to Long Island, joining a high-end special events company specializing in luxury design, florals, staging and furniture manufacturing. Starting in sales, he rose to vice president and remained there until 2015. Despite professional success, something felt missing.

"I just felt like I wasn't serving a bigger purpose. I'm grateful for every career I've had, but something at the back of my head always told me I wanted to work in real estate and help people get to the next chapter of their lives. That was always the underlying desire behind getting into real estate: wanting to help people." – Christopher





they welcomed close friends who showed interest and aptitude, carefully considering each one for their cultural fit. Aside from Christopher, who's a full-time real estate broker, most team members work part-time alongside other careers, and that flexibility is intentional. The CJ Team is structured to empower agents, not overshadow them, giving full credit to those doing the work.

That same philosophy extends to how they work with clients. Their calm, compassionate approach has earned deep trust—and a steady stream of referrals.

"We are not the real estate team that cares about how many houses we sell per year. The most important thing to us is doing right by our clients—that we're always conducting ourselves ethically, honestly and compassionately." – Christopher

"Clients often don't see the challenges behind the scenes, because we do everything we can to find solutions to problems, to avoid causing them any unnecessary stress." – Jonathan

Inclusivity is not just a slogan for Christopher and Jonathan—it's a lived value. As a same-sex couple in a competitive industry, they've faced skepticism and criticism, yet they've remained unwavering in their commitment to building a welcoming, affirming environment for clients and team members alike. Their recent client appreciation event, attended by nearly 200 people, was a reflection of the community they've cultivated.

estate. Jonathan didn't hesitate. They earned their licenses the same year they married, launched The CJ Team immediately, then secured their first listing within weeks. Their first year produced roughly twenty sales—a pace they've maintained consistently ever since.

From the beginning, their success was driven by trust within their personal networks. Friends and family felt confident asking them to guide what is often the biggest financial decision of a lifetime. Referrals followed naturally, not because of aggressive marketing, but because clients felt genuinely cared for.

"It was natural for us to focus on our friends and family, because we have such a large sphere of influence, which we're so grateful for." – Jonathan

As their business grew, The CJ Team evolved organically. Rather than recruiting just any real estate agents,

At the heart of The CJ Team is a mission shaped by family values. Christopher's father was their biggest supporter, until his passing in 2023, proudly promoting the team well into his eighties. The lessons they learned from him—to work hard, act ethically and lead with kindness—remain foundational. Christopher has since reconnected with his biological family in Colombia and now advocates for adult adoptees, an experience he is documenting in a forthcoming book.

"Our driving force is not only the fact The CJ Team is built on a foundation of kindness, community and inclusivity, but what our parents instilled in us. We carry on our parents' legacy through The CJ Team, by not only being good realtors, but good human beings." – Christopher

In 2025, The CJ Team found what they consider their forever home at Oasis Realty Group—a boutique brokerage whose family atmosphere and resources align seamlessly with their values. It's a place where they feel supported, grounded and fully themselves.

Outside of real estate, Christopher and Jonathan are rescue dog dads to five dogs, volunteer with a Long Island animal rescue and sponsor local arts organizations, including the CM Performing Arts Center, where Christopher once performed. These commitments underscore a simple truth: for them, success isn't measured in units sold, but in lives touched.

"I'm so grateful for what our brand stands for and the fact that people get it. One of the most important things to us is wanting our clients to feel seen, heard and respected, to know that it's about them first, not us." – Christopher

"We really do consider our clients friends and family. Without them, we wouldn't be where we are today and we are so grateful for them." – Jonathan

In a business often defined by competition, The CJ Team stands apart by choosing connection. And that choice has made all the difference.



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Abhishek Sethi

BY NICK INGRISANI
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“In life I always try to give knowledge and help people, it doesn’t matter what it is. I will always give my time to people. If someone calls me with any issue, I will help them out. In real estate, I’m helping families get the help they need.”

Originally from India, Abhishek owned and operated a business focused on electronics repair, technical troubleshooting, and teaching others how to work with both hardware and software. He also developed hands-on

experience in electrical work, giving him a practical understanding of how homes function behind the walls. His life in India was stable and successful, but he and his family made the decision to move to the United States in pursuit of greater opportunities—particularly for his wife, who was entering the medical field.

“We moved to the United States for our family. My wife is in the medical field, so there are better opportunities here. My life in India was good having my own

business, so I essentially started from scratch here.”

While Abhishek initially planned to continue in a technical field, the reality of rebuilding a career in a new country proved challenging. He explored multiple paths, from tech work to moving jobs, and even helped people navigate car loans, refinancing, and dealership negotiations. Throughout it all, one theme remained constant: he was always drawn to understanding how systems



“
I always try to share. Whatever I have I give away, and I always get something back. That’s why my clients are always happy with me. I always give them plenty of options to choose from.”

work—especially financial ones—and helping others make smarter decisions.

That curiosity became personal when Abhishek began looking to buy a home for his family. Tired of paying rent and determined to understand the process fully, he took it upon himself to learn every step of buying a home in New York. What he discovered was eye-opening.

“I did most of the process for myself to see how real estate works. I realized that a lot of things were missing for me as a first time buyer. I got my license before even buying my home, which was a turning point toward me coming to real estate. I didn’t want the experience that happened to me to happen to others.”

After closing on his own home in Franklin Square in May 2022, Abhishek fully committed to real estate. He joined a well known team in Hicksville, TeamRajJaggi, but the first six months tested him deeply. Deals fell apart, contracts were canceled, and he balanced real estate work while driving Uber to support his family. Still, he stayed the course. By his seventh month,

he successfully closed with buyers who had previously faced setbacks—reinforcing his belief that persistence and preparation make all the difference. After gaining experience in a successful real estate team, he’s now building his own team, TeamSethi, which is also a part of Jaggi Real Estate to deliver exceptional client service and foster a culture of growth, collaboration, and success.

As Abhishek gained experience, his technical background became a powerful differentiator. He developed a reputation for digging deeper than most agents—reviewing credit profiles, income structures, and financing scenarios well before clients ever made an offer. While he refers clients to trusted lenders, he handles much of the groundwork himself, ensuring buyers understand their true purchasing power and avoid unpleasant surprises later in the process.

That same diligence carries through once a contract is signed. Unlike agents who step back at that stage, Abhishek remains fully involved—coordinating with lenders, attorneys, and title companies,

reviewing permits, and flagging issues early. In one 2024 transaction, his attention to detail uncovered a permit issue that could have cost his client \$60,000. Through persistence and research, he helped resolve it for significantly less, protecting his client’s investment. In 2025, a similar issue arose, with his experience he knew what needed to be done, he re-negotiated the deal before closing and got his client a credit of \$70,000!

“Most agents think the job is done once a contract is signed. But in my case, I keep in touch throughout the whole entire process. I don’t work 9–5. If my client is calling me, I answer the phone. I’m not the kind of person to ignore a call.”

Today, Abhishek leads Team Sethi, a small, intentional team built around service rather than scale. While he now mentors three agents, he’s deliberate about keeping the team manageable to ensure every client receives hands-on attention.

That approach is reflected in his business results. In 2024, Abhishek



“

I don't want my clients to come back and say something is wrong and that they're not satisfied. If I don't have the answer on hand, I will figure it out.”

closed \$15 million in sales. In 2025, he has already surpassed \$16 million, with additional deals projected to push total volume significantly higher. Nearly all of his business comes from referrals—a testament to the trust he builds with clients by prioritizing education, transparency, and responsiveness.

At the core of Abhishek's philosophy is a simple belief: knowledge should be shared. Whether it's explaining gas lines, permit requirements, or financing structures, he freely shares what he knows—with clients and fellow agents alike. He takes pride in ensuring his clients never feel uninformed or rushed, often narrowing their home search to just five to seven showings by doing extensive upfront legwork.

“I always try to share. Whatever I have I give away, and I always get something back. That's why my clients are always happy with me. I always give them plenty of options to choose from.”

When he's not actively working with clients, Abhishek is still learning—taking classes, consulting attorneys, and deepening his understanding of contracts and regulations. His goal is clear: no client should ever say they weren't told something important.

“I don't want my clients to come back and say something is wrong and that they're not satisfied. If I don't have the answer on hand, I will figure it out.”

For Abhishek, real estate isn't about transactions—it's about responsibility. Responsibility to educate, to protect, and to follow through. It's a mindset shaped by starting over, built through persistence, and sustained by a genuine commitment to helping others move forward with confidence.



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PRECISION, PRESENCE, AND THE POWER OF STILLNESS

In luxury real estate, where emotion and capital collide, the most influential advisors are rarely the loudest in the room. They are the ones who see further, wait longer, and act with intention. Lisa Fasano belongs firmly in that category, a strategist by training, a master of presence by discipline, and a power broker whose calm shapes outcomes.

With a Wall Street foundation in finance and computer science and a lifelong devotion to meditation and yoga, Lisa brings a rare duality to every transaction she leads: analytical precision paired with emotional command. It is not a practiced calm, but an embodied one, and in high-stakes negotiations, that distinction matters.

Born in the Bronx and raised in upstate New York, Lisa followed an academic path defined by rigor, earning a dual degree in finance and computer science before entering the demanding world of asset management on Wall Street. She thrived in an environment where speed, data, and disciplined decision-making defined success.

Then came September 11th. The event reshaped her internal compass, prompting a deliberate and deeply principled shift. Already a longtime practitioner of yoga and transcendental meditation, Lisa stepped away from finance not to retreat, but to recalibrate. She began teaching yoga at a time when the practice still centered on silence, discipline, and self-mastery.

“I taught yoga in the late '90s, at the forefront of the movement. I wanted to help kids find silence and God and be at peace because when there is peace, there is no war.”

She taught children first, then expanded into studios, camps, and schools, eventually working with professional athletes, including the New York Islanders. Her expertise extended beyond flexibility or fitness; she trained focus, recovery, and mental resilience, the same qualities that define elite performance in any arena.

Over time, Lisa built and operated two successful yoga studios, teaching power vinyasa and sports yoga

to Olympians, CEOs, and high performers navigating intense seasons of life.

But as the yoga industry shifted toward commercialization, Lisa once again made a decisive choice.

“There was always a fire in me to go back to business. Yoga became more about fitness and less about stillness. You need to be still to hear the voice of God.”

The decision to leave was not rooted in dissatisfaction, but discernment, a pattern that defines her career. Lisa does not exit environments when she fails. She exits when she outgrows them.

Real estate became the arena where both halves of Lisa’s mastery could converge. Licensed eleven





supported by analytics, AI-driven platforms, global exposure strategies, and constant market research. Nothing is released without intention.

“I have a full marketing plan for every property,” Lisa explains. “In the luxury space, you need to understand who is looking, where they’re coming from, and how they engage. Every listing needs to be positioned strategically, not generically.”

Her reputation for exacting standards is well-earned. A misaligned curtain, a poorly framed photo, a narrative that fails to communicate flow, these are not aesthetic oversights to Lisa; they are market liabilities. In luxury real estate, perception drives value, and Lisa understands how detail, storytelling, and presentation directly influence buyer psychology and final outcomes.

She routinely invests significant capital into preparing properties for market—not for recognition, but for results.

What truly distinguishes Lisa is not just her intellect, but her ability to regulate environments under pressure. Her decades of meditation and work with elite performers have given her an intuitive understanding of timing, silence, and emotional dynamics. In negotiations, this becomes a strategic advantage. While others rush to fill space, Lisa waits. While others react, she observes. And often, the person who stays calm the longest controls the outcome.

“When it comes to negotiation, knowing when to wait, when to stay silent, and when to listen is everything. Both sides need to feel respected in the exchange.”

Clients describe a sense of steadiness throughout the process, a feeling that someone capable is holding



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years ago, she entered the industry with clarity: she believed the standard could be higher, analytically, ethically, and experientially. Pricing strategy became a natural extension of her Wall Street background, grounded in data, market behavior, luxury-specific patterns, and long-term positioning rather than emotion or guesswork.

Her approach to marketing reflects the same discipline. Each listing is treated as a bespoke asset,



reach the open market, the quiet currency of true luxury real estate.

Outside of real estate, Lisa maintains the practices that sharpen her edge: twice-daily transcendental meditation, rigorous physical training, swimming, running through the greenbelt, and time in nature. She studies quantum physics, explores emerging technologies, and serves as a host on American Dream TV.

She moves effortlessly between tradition and innovation, between legacy wealth and modern capital, fluent in both worlds. Lisa Fasano stands apart in luxury real estate not because she seeks attention, but because she commands trust. Her calm is not softness; it is controlled power. Her presence does not slow deals, it sharpens them. She is a strategist, an advisor, and a steady hand in moments that matter. Clients don’t just feel supported by Lisa, they feel strategically protected.

In an industry often driven by noise, Lisa Fasano proves that stillness, when mastered, is its own form of authority.

the frame, even when complexity arises. When challenges emerge, Lisa does not deflect or assign blame. She works the problem methodically until resolution is reached.

Lisa is not transaction-driven. She is relationship-driven, and that distinction is central to her influence.

Every year, she spends two full weeks cooking elaborate homemade gifts for her clients, a tradition rooted in gratitude rather than obligation. Her seasonal Fasano Team cookbooks are both personal and intentional, reflecting her belief that business, at its highest level, is built on care and continuity.

“I always tell my clients they have me for life. I’m deeply grateful for their trust.”

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