

GOLD COAST

JANUARY 2026

# REAL PRODUCERS<sup>®</sup>



Partner Spotlight  
**CHAMPAGNE  
INSPECTION  
SERVICES**

Agent to Watch  
**MEGAN  
RUTSTEIN**

Featured Agent  
**CYNTHIA  
DE REIMER**

A photograph of Linda Skolnick, a woman with long, wavy blonde hair, wearing a black blazer over a light-colored collared shirt. She is smiling and leaning forward, resting her arms on a light-colored surface. In the background, there are green plants and a bright window.

**LINDA SKOLNICK**

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# Raise the Bar IN 2026

Welcome to Real Producers.

If you're holding this, you earned it. This is not a mass-market magazine. This is a platform reserved for the top agents in this market. You worked for your place here.

Real Producers exists for one purpose. Connect. Celebrate. Inspire. We highlight the people who move this industry forward across New Haven, Middlesex, and the Gold Coast.

I'm Sam Kantrow, your publisher. Before you assume this is another company trying to sell you something...stop. It's not.

Agents never pay for Real Producers. The magazine is free. The events are free. The relationships are real.

As we roll into 2026, you get a clean slate. New year. New shot. New momentum. Look back at what worked. Drop what slowed you down. Decide who you want to be this year.

To the top agents in this community, you set the pace. Your effort shapes neighborhoods. Your consistency builds trust. Your work helps families land where they belong. You make this industry better every day.

To our business partners, you keep the engine running. Your services support deals. Your referrals strengthen the network. You help us spotlight the professionals raising the bar.

This year, ask yourself one question.

What step will you take that pushes your business and your relationships forward? Strengthen your systems. Deepen your connections. Show up for your community. Pick the move you avoided last year and take action.

Inside this publication, you'll find stories that matter. Insights that push you. Introductions that lead to collaboration. Every feature comes from nominations and referrals within this network. Excellence recognizes excellence.

If you are new to Real Producers, head to [realproducerspub.com](http://realproducerspub.com) and look through the agents already featured. Reach out to them and ask what this community has done for their business. Their answers will be direct. It works.

Watch for details about our *Gold Coast Real Producers* launch party in next month's edition. You will want to be there.

Join us. Shake hands. Share your story. Build something that lasts.

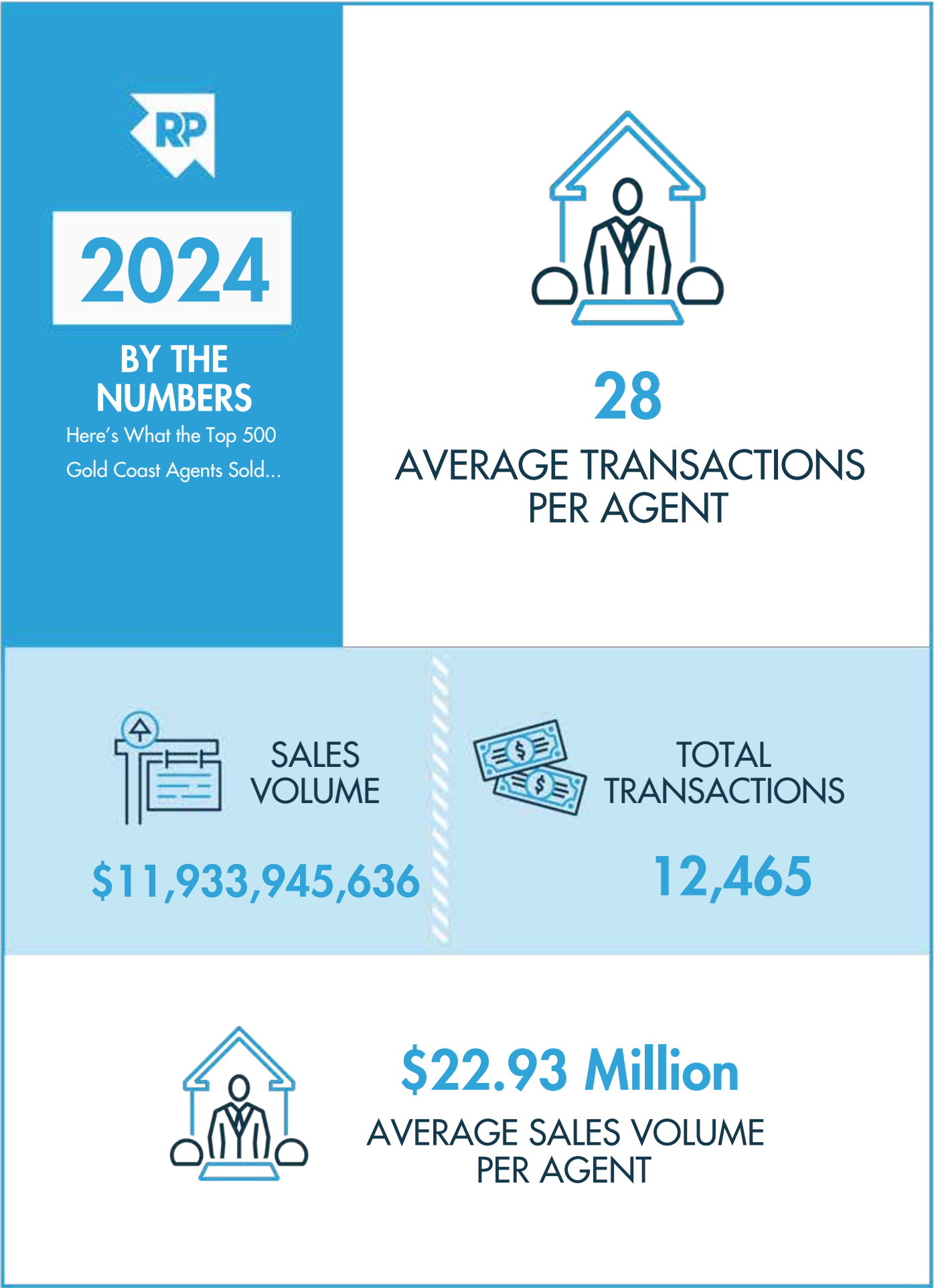
Here is to 2026.

Here is to a sharper mindset, bigger goals, and a community that refuses to slow down.

Thank you for being here, and welcome to the family.



**Sam Kantrow**  
Publisher  
*Gold Coast Real Producers*





# What Is Real Producers?

BY SAM KANTROW

It is a privilege to introduce **Gold Coast Real Producers to Fairfield County** and to celebrate the exceptional contributions you bring to this market. I grew up here and spent 14 years in television and media. Showcasing your achievements, building stronger connections, and honoring your commitment to clients energizes me. Real Producers began in 2015 in Indianapolis and now spans 130 plus markets across the U.S. The community thrives where top agents and trusted partners connect with purpose. As we launch on the Gold Coast, my promise is simple. Build community. Spotlight excellence. Elevate relationships.

New Haven and Middlesex Real Producers launched in Spring 2024. Since then we have hosted multiple packed events, featured dozens of agents, and earned bragging rights as the most successful Real Producers magazine in the country. We bring that momentum to Fairfield County.

In the months ahead, our team will interview many of you for upcoming features. We will celebrate your wins at events, share tools and introductions that drive growth, and represent your collective passion for this industry.

**Quick Facts:**

**DISTRIBUTION**

This magazine goes to the top 500 agents in Fairfield County each month. Selection is based on compiled MLS data from the last year. If you receive a hard copy, you rank within the top 5 percent.

**CONTENT**

This publication revolves around **you**, the Fairfield County real estate community. We share personal, distinctive stories from top producers and our Preferred Partners.

We **sell nothing to agents**. Features are **free**. Agents appear by nomination from a peer, leader, or influencer. Send nominations for those making a meaningful impact in our market.

**PREFERRED PARTNERS**

Preferred Partners listed in the index are vetted members of this community. They appear in every issue, attend our private events, and engage in our online groups.

We invite businesses by member recommendation only. The goal is simple, equip you with reliable resources so your clients receive excellent service every time.

**EVENTS**

Alongside the monthly magazine, we host social and educational events all year. We unite top performers, strengthen local ties, and have a good time. Event details will publish here and in our email updates.

**CONTRIBUTION**

Want to contribute, nominate REALTORS® for features, recommend elite affiliate partners, or learn more? Reach out to me anytime. I look forward to meeting every one of you.

Thank you to our Preferred Partners for their belief and early support. Your commitment brings *Gold Coast Real Producers* to life and sets the stage for sustained growth.

As we head into November, I wish you a strong finish to the year and a season filled with progress and community.

I appreciate you, and I look forward to seeing you at our launch party soon.

We provide a platform to connect, elevate and inspire the top real estate professionals across the Connecticut Shoreline.

Welcome to Gold Coast Real Producers!



# Neuroaesthetic Design:

BY BIRGIT ANICH, BA  
STAGING & INTERIORS

## THE FUTURE OF HOME STAGING

Walk into a beautifully staged home, and something just feels right. The colors are calm but alive, the lighting seems to flatter every surface, and the furniture placement feels effortless. You can't always explain why, but your mind and body respond instantly. This is the power of neuroaesthetic design, and it's redefining the art and science of home staging.

**From Decorating to Designing for the Brain**

For years, home staging was seen primarily as an act of decorating: placing attractive furniture and art to help buyers visualize a home. But in today's fast-paced, visually saturated market, that's no longer enough. Buyers make emotional decisions in split seconds, often before they've even stepped inside. What triggers that emotion has less to do with style trends and more to do with how the human brain perceives the space.

Using principles of neuroaesthetic design, cognitive stagings tap into a deep-rooted emotional response and create a sense of undeniable desire that makes buyers feel already at home. This is the magic that leads to top offers and faster sales.

**The Science of Feeling "At Home"**

Neuroaesthetics is an emerging field of design that focuses on how the brain responds to visual

and sensory stimuli. Using this framework, spaces are created to evoke emotion with purpose. For example:

Soft, rounded forms make a space feel more welcoming and approachable.

Symmetry, scale, and proportion reduce cognitive load, signaling harmony and stability.

Natural textures and organic materials connect us to the outdoors, lowering stress levels and increasing positive associations.

Warm lighting and layered tones trigger comfort and intimacy, while cooler hues can evoke clarity and focus.

When staging incorporates these principles, it becomes more than visual; it's visceral. Buyers aren't just admiring the space; they're imagining their lives within it.

**Design That Sells Emotion**

Neuroaesthetic staging design shapes how rooms are composed, how light interacts with materials, and even how artwork is curated. Each detail is intentionally selected to create an emotional rhythm that aligns with the property's target market. The result? Multiple top offers and buyers who say they "fell in love" the moment they walked in.

When it comes to home sales, emotion is the ultimate decision-maker. When

cognitive staging is designed with that in mind, the buyer's nervous system says "yes" before their mind does, and the sale becomes effortless.

**A Realtor's Secret Advantage**

For top Realtors, partnering with a staging company that understands the emotional science of design is a strategic edge. Cognitive staging doesn't just make a home look more beautiful; it makes it feel more valuable, too.

Listings staged with sensory and psychological intent photograph better, generate more engagement online, and command stronger offers in person. They communicate a harmonic lifestyle, not just a layout. And in luxury markets like Connecticut and New York, where buyers seek emotional connection as much as sophistication, that resonance can be the difference between just showing well and a truly successful sale.

Partnering with a cognitive staging company not only boosts listing performance, it also elevates the Realtor's personal brand as well. Agents who consistently present thoughtfully staged, high-performing homes

are seen as market-savvy, design-aware, and have the knowledge and language to communicate what drives buyers' decisions. The result is stronger client trust, more referrals, and a reputation for delivering results with style and superior staging.

**The Future of Home Staging**

As science continues to reveal how our environment shapes emotion, memory, and decision-making, neuroaesthetic design will play a growing role in the evolution of home staging. The future isn't about decorating to please the eye; it's about designing to move the mind and the actions of buyers.

Because when a buyer feels a connection the moment they enter, the decision is already made.



CONTACT US!

Want to learn more? Contact **BA Staging & Interiors**, the only home staging company providing cognitive neuroaesthetic staging in CT & NY: [www.bastaginginteriors.com](http://www.bastaginginteriors.com)  
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# Cynthia

## DE RIEMER

Blending **SERVICE, HEART,**  
and **HOME** in the Town She Loves

PHOTOS BY TJ MULDOONE

**F**or nearly two decades, Cynthia De Riemer has built a real estate business that reflects well on the town she serves—welcoming, connected, and focused on people first. A Greenwich resident for more than 30 years and a full-time agent for almost 20, Cynthia's career has been defined by high-level service, deep roots, and a belief that strong communities are built one thoughtful act at a time.

Before real estate, Cynthia spent 16 years in New York City leading sales for major men's fashion brands, including Perry Ellis and Joe Boxer. Those high-energy years honed core skills she still relies on today: listening closely, building effective teams, and staying organized under pressure. When she and her husband moved to Greenwich and welcomed their third child, she stepped back from corporate life and poured herself into family and community. PTA projects, neighborhood events, and volunteer roles became her new full-time focus, and those relationships she formed would later become the foundation of her real estate practice.

Cynthia earned her license in 2006, a challenging time in the industry. New to the field in a market that soon shifted dramatically, she embraced the long game, learning the nuances of Greenwich's distinct neighborhoods and earning trust one client at a time. She chose to specialize deeply rather than broadly, centering her business in Greenwich so she could serve as a true local advisor. Her approach is straightforward. Listen first. Educate upfront and throughout the transaction. Advise honestly. If the timing is wrong or a house is not the right fit, say so. That commitment to candor has made her the family realtor for many clients, guiding siblings, parents, and friends through life's transitions with the same steady hand.

Service is the constant that connects Cynthia's work and her volunteer life. She has been a 15-year sponsor of the Greenwich Alliance for Education, an organization that helps even the playing field for students who need additional opportunities. She lends her time to Swim Across America to raise







funds for cancer research. She is active in her church, where she has been the chair of several committees and helps organize and manage community events such as trunk-or-treat gatherings that welcome families from across town. Cynthia has been on the board of other local organizations such as the Friends of Greenwich Point, Safe Routes to School, and various PTAs.

Cynthia is a very proud advocate for the Greenwich Library system. To Cynthia, libraries are far more than buildings with books. They are vibrant cultural centers that educate, entertain, and unite. She lights up when she talks about author talks and performances that bring residents together, from celebrated writers like Amy Tan to youth-focused programs and dance companies that expand horizons for local students.

Her commitment to professional service mirrors that civic spirit. Cynthia serves on the board of the



Greenwich Association of Realtors and is currently a vice president. In 2024, her peers named her Realtor of the Year, an honor that recognizes not only production but also leadership, ethics, and community impact. She credits the Association's culture of education and collaboration with raising standards across the market and making deals smoother and more respectful for everyone involved.

Clients experience that same care behind the scenes. Cynthia invests significant time with sellers before a listing ever goes live, strategizing improvements with a clear eye on return and broad marketing to reach the largest possible audience. Sellers and buyers benefit from her curated network of trusted local professionals—inspectors, attorneys, organizers, and



Cynthia De Riemer with her family, grounded by home, community, and the people who matter most.



Cynthia De Riemer — rooted in Greenwich, driven by service, and trusted for nearly two decades of people-first real estate.



tradespeople—so they never have to guess at their next step. She pairs old-fashioned responsiveness with modern tools, believing the best results come from a blend of hand-holding and smart technology.



Outside of work, Cynthia recharges close to home. Most mornings begin with a walk at Greenwich Point—Tod’s Point to locals—often with her husband and their dog. She loves “staycation” trips around Connecticut, from Essex and Southport to museum visits in New Haven. One winter highlight was a bald eagle boat tour along the Connecticut River, a reminder that beauty and wonder are never far away. Her three grown children are products of the Greenwich public schools, with two sons now living on the West Coast and a daughter in Brooklyn, giving Cynthia plenty of reasons to enjoy both small-town rhythms and big-city energy.

Ask Cynthia what matters most, and she will tell you it is connection. Neighbors helping neighbors. Professionals who return calls. Leaders who make space for everyone at the table. In real estate, that shows up as careful preparation, clear communication, and unwavering advocacy. In the community, it looks like showing up, pitching in, and making sure more people feel appreciated and supported.

Greenwich is richer for having agents who treat service as a daily practice. Cynthia DeRiemer has spent years doing just that—quietly stitching people, places, and possibilities together until a house becomes a home and a town becomes a true community.



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# CHAMPAGNE INSPECTION SERVICES



PHOTOGRAPHY BY TJ  
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## Built on Communication, Rooted in Relationships

PHOTOS BY TJ MULDOON

**F**or Marc Champagne, owner and chief inspector of Champagne Inspection Services in Monroe, CT, the journey into home inspection wasn't conventional, and that's exactly what makes his work so impactful. Before founding one of the area's most trusted inspection companies, Marc spent 25 years in the marketing world as a graphic designer, art director, and eventually a creative director. His career included working on major national brands at one of the country's largest direct marketing

agencies. But despite the success, Marc found himself craving something different: a career with stability, purpose, and genuine connection.

"I had a wife, two young kids, and a mortgage," Marc recalls. "The creative world was turning into short-term consulting jobs. I knew I needed to pivot."

That pivot came unexpectedly while Marc was working for a septic contractor. He was on-site inspecting a septic system for a home the inspector was evaluating when a simple question turned into a one-hour walk-through and ultimately the seed that launched his second career. "He didn't even know me," Marc says. "But he took the time to explain the job, the process, and what it takes to do this work well."

Marc completed his classroom training at the New England School of Home Inspection in Stamford, earning his intern permit. From there, Marc joined a well-respected inspection firm in South Windsor, where he completed his internship, performing over 100 supervised inspections. Staying with that same company for 6 years, he completed roughly 320 inspections a year, nearly two a day, six days a week. The pace was intense, but incredibly valuable. "It's the only way to truly learn," he says. "You have to live it every day."

By 2020, Marc was ready to launch his own company. Champagne Inspection Services officially opened just weeks before the onset of COVID. "I left my job, started a business, and three weeks later the whole





# "I want people to leave an inspection feeling informed, supported, and confident — not overwhelmed."

— Marc Champagne

state shut down," he laughs. "I looked at my wife like... what did I just do?"

But real estate never slowed, and neither did Marc. His reputation carried over, referrals poured in, and the business grew steadily despite the uncertainty.

## The Champagne Difference

Ask Marc what sets Champagne Inspection Services apart, and he immediately points to communication. For him, the difference begins long before he steps onto the property. "It starts with the very first phone call," he explains. "I ask clients what their concerns are. Are they first-time buyers? Are they nervous about something they saw during the showing? I want to understand where they're coming from."

Marc's communication style is calm, clear, and rooted in plain language. He avoids overwhelming clients with technical terms or sounding

alarmist. "You can think you're not being an alarmist and still sound like one," he says. "What matters is understanding the client and meeting them where they are."

He also believes the relationship shouldn't end when the inspection does. "I tell every client, if you need me after you move in, call me. Send a picture. Ask questions." He recalls a memorable example of young buyers who fully renovated their home after his inspection. A year later, they called Marc for guidance on what to check and how to evaluate the work. "They were so appreciative. That's the kind of long-term impact I want to have."

## A Trusted Partner to Agents

Marc's relationship with agents is rooted in consistency, professionalism, and collaboration. "It's hard to get in front of agents nowadays," he says. "People aren't in offices the way they used to be. So any chance I have to connect, whether it's at an inspection or meeting a



Marc Champagne — a trusted, people-first home inspector known for clear communication, professionalism, and long-term client care.



Marc Champagne with his family — grounded by home, balance, and the people who matter most.







listing agent while picking up a radon test, I take it.”

He prides himself on creating strong, ongoing relationships with realtors. Many of the agents he met in his first months of business remain loyal partners today. His commitment to the profession extends beyond his company as well. Marc serves as a Member of the Connecticut Home Inspector Licensing Board and as President of the Coastal CT Chapter of ASHI, the American Society of Home Inspectors. These roles keep him involved in education, standards, and advocacy throughout the industry.

#### A Family Man at Heart

Outside of work, Marc is grounded by family. He and his wife, Diana, have been married for 20 years and have two sons. Jason is a running back at the University of New Haven and is studying Exercise Sciences, and Aaron is a junior at Masuk High School and the varsity quarterback. When they’re not on the sideline supporting their boys, the family spends summer vacationing in Wellfleet on Cape Cod, a tradition more than 20 years strong. Marc also enjoys mountain biking, hiking, and walking their two dogs.

#### A Lasting Impact

Marc’s hope is that every client and agent walks away feeling informed and supported. “I’m not just there to check a boiler or hand over a report. I want people to know I’m here if they need me, whether it’s the same day or a year later.”

With a people-first mindset, a dedication to clear communication, and a genuine passion for helping others, Marc Champagne has built more than a home inspection business. He has created a trusted resource for agents, buyers, and homeowners throughout Connecticut.



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# MEGAN

*Rutstein*



## *From Attorney to Connector to Trusted Realtor*

Meet Megan Rutstein, a Rising Force in Fairfield County Real Estate

BY GEORGE GROTHEER • PHOTOS BY IO ESCU, AG MODE



**F**or Megan Rutstein, real estate, law, and community building aren't separate chapters, they build on one another. Together, they shape a career defined by advocacy, insight, loyalty, and authentic connection. Today, as a standout agent at Coldwell Banker in Westport, she is widely regarded as a rising star and someone clients

trust to guide them through one of life's biggest decisions.

"I've always loved the idea of real estate and helping people make meaningful moves in their lives," Rutstein explains. "But, I chose to go to law school first because I believed that type of training in negotiation, analysis, and advocacy would serve me in anything

I ended up doing, and it absolutely has."

After earning her law degree, she joined the licensing and trademark department as Associate General Counsel at Jones Apparel Group in New York City, where she lived at the time. This is where she truly sharpened her skills, all of which now serve as the backbone of her real estate practice.

When she and her husband, and their two-year-old moved from New York City to Connecticut, the initial feeling was a bit overwhelming, but this is when the next chapter of her career began to reveal itself.

"I remember thinking, Why is no one telling me where to go, who to call, or how to navigate this new stage of



life? I knew there had to be a better way to connect with others in my community, and I could not be the only one feeling this way.”

That question sparked WestportMoms, which she co-founded nine years ago. What started as a simple resource for new moms quickly became a trusted community hub, connecting tens of thousands of families to information, experts, local businesses, and to one another.

“I needed someone who understood this phase of life and who could answer questions and be helpful,” she says. “I get to be that person for others by providing a local resource to those in my shoes and thousands of others, and that’s incredibly meaningful to me.”

WestportMoms became so successful that it inspired expansion far beyond Fairfield County. It helped catalyze the formation of The Local Moms Network, which now spans more than 200 communities nationwide, serving millions of parents, families, and local businesses.

“We partner with everyone from beloved mom-and-pop shops to national brands,” says Rutstein. “People count on us for organized information, credible recommendations, and a sense of connection and a bit of humor mixed in. We’re proud to make life easier, more fun, and help people feel part of something bigger.”

That same philosophy of clarity, advocacy, and support is what guides Rutstein’s approach to real estate.



Megan Rutstein, a rising force in Fairfield County real estate, known for turning transactions into trusted relationships.

“I don’t just help people buy or sell a house,” she says. “I help them feel excited, proud, and connected to where they’re going next.”

She has built a reputation for making relocation feel less overwhelming, whether that means introducing clients to families with similar-aged children, sharing a trusted rolodex, making sure they get on key pediatrician lists, or offering insight on things they didn’t even know mattered.

“I love being that bridge,” she says. “People deserve to feel guided, seen, and supported.”

Rutstein entered real estate at the height of COVID-19, a turbulent time, but one that revealed her strengths.

“I was lucky to already be rooted here,” she reflects. “Friends connected me to their networks, and I’m truly grateful for everyone who helped me get started.”

In the five years since, she has watched the market evolve and has embraced growth, refining her marketing, expanding her expertise, and saying yes to new challenges.

“That mindset has opened so many doors — including exciting commercial real estate opportunities,” she says. “Commercial is very different from residential; it’s less emotional and more transactional but I love the challenge and the opportunity to get creative.”

At the heart of everything, though, is her dedication to people.

“I genuinely enjoy helping clients, listening deeply, advising honestly, and sometimes helping them see that what they think they want isn’t actually what they need,” she says. “My greatest compliment is that many clients become friends. That matters to me.”



Bogey — proof that every great realtor needs a loyal assistant.



Megan Rutstein, with her family, who keep her grounded, inspired, and deeply connected to the community.

“I don’t just help people buy or sell a house — I help them feel excited, confident, and connected to where they’re going next.”

— Megan Rutstein







“  
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Her legal background fuels her advocacy. Her WestportMoms platform magnifies her reach. And her personality - warm, candid, energetic, and deeply trustworthy- makes clients feel protected and empowered.

Outside of work, Rutstein applies that same mindset of showing up, especially as a mother.

“Being a mom is my most important role,” she says.

“You’ll find me cheering, likely too loudly, on the baseball and soccer sidelines, helping with homework (though I am tapped out of math help at this point), chauffeuring my kids to activities and their busy social calendars, or running errands around town with my dog, Bogey.”

And with her husband (fun fact: who she met in law school), she is carving out intentional time even if it means adopting a new hobby.

“I agreed to learn golf this year,” she laughs. “Wish me luck!”

For someone who has navigated the legal field, motherhood, entrepreneurship, community leadership, and a thriving real estate career, Megan makes it all look effortless, and perhaps that is exactly what makes her one to watch.

  
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# LINDA Skolnick

COLLABORATION  
OVER COMPETITION

BY GEORGE GROTHEER  
PHOTOS BY ASCEND STUDIOS

The job you start with is not always the job you are meant for – but it might just get you some brownie points along the way. For Westport-based Linda Skolnick of Coldwell Banker Realty, her professional life in each chapter has been pretty sweet.

“My first career was as a Buyer at Bloomingdale’s, after completing the Executive Training Program,” Skolnick recalls. “I created, discovered, and influenced products, and I loved every second of it. It was natural for me, and I couldn’t believe I actually had my dream job.”

Skolnick looks back on her time at Bloomingdale’s as “absolutely fabulous” – designing products and having them made, traveling around the country for both resources and the stores, which each had their own personalities, and interacting with many different communities. Starting a family changed her priorities, though – and she suddenly desired to be geographically closer to her children in Westport,

rather than commuting to New York City and across the country.

In the early 1990s, the ability to work remotely was not an option. Few people had home computers. “There were few opportunities where you could be there for your family and have a real career.” That was until she found what she was meant to do!

“When we purchased our home, our agent was what we thought of as an old-time realtor – doing real estate on the side, working a few hours a day, waiting for us to make all the moves,” says Skolnick. “It was a different world then”. As the industry developed quickly in the digital age, real estate became something I could suddenly do on a local level, but more professionally than it had been perceived in the past.”

Skolnick relished the opportunity to pursue a career in her community – allowing her to be at every game, every pick up, and every event for her kids and make her own schedule while pulling in a real salary. There







“THIS BUSINESS IS ALL ABOUT  
**CONNECTIONS.**  
**RESPECT, TRUST, AND**  
**SIMPLY BEING GOOD**  
TO PEOPLE WILL ALWAYS  
MATTER MORE THAN TRYING  
TO ‘WIN.’” -LINDA SKOLNICK



were late nights and early mornings when everyone else was sleeping, but she figured it out. Skolnick jumped into real estate as a second career... and now, more than three decades later, she has earned and maintained her place as one of the country's top agents.

“During my first year, I realized my Nanny had a higher salary than I did,” Skolnick laughs. “But I worked hard, put my pride

on hold, and learned how to integrate my prior experience in retail into a successful real estate career. Now I'm #1 at Coldwell Banker in Connecticut and Westchester, Ranking in the top half of 1% of all Realtors worldwide, and I do it all without a team.”

In this role, Skolnick has found that she enjoys using her well-honed skill set. When a client works with her, they have full access to her 30+ years of experience, carefully cultivated relationships, and a proven track record. “This business is all about connections,” she reminds. “Respecting each other and communicating well are key components.”

One of Skolnick's many goals is to communicate to her clients that other agents are not enemies – that real estate is about working together.

“It is a collaborative business,” she says. “People think it is one-sided, that you have to win, but it's the relationships we have with other realtors that are so important, they're equally as important as our clients. I will never lie to or bully another agent.”

That is a lesson she tries to impart on the next generation of agents coming into the industry.



Linda Skolnick's signature holiday brownies, hand-baked and delivered each year to every client — a tradition more than 30 years strong.

“EVERYONE GETS  
**MY BROWNIES**  
**HAND-DELIVERED**  
EVERY YEAR AROUND  
THE HOLIDAY SEASON.”

“I often take interns from the local high school,” Skolnick says. “This is rewarding for me – one of the interns said to me that they learn all about math and science, but rarely about how to ‘act’ in the business world. She observed how I treat others with integrity and simply being nice. Everyone likes to work with someone who treats them well. It's not rocket science!”

Top agents, as Skolnick puts it, don't get to be top agents if they don't treat their peers well. “You always want to be someone that others like to work with.”







Skolnick considers her colleagues' roles, saying they all work together to grow and learn from each other. From the inside looking out, Skolnick treats her clients the same way – calling each one of them “clients for life” – regardless of how long they have been working together.

“Everyone gets my brownies hand-delivered every year around the holiday season,” Skolnick says, referring to her signature baked goods that have excited her clients and their families for over thirty years. Many send photos and humorous texts about their delivery, which she compiles into a montage on social media each holiday season. “It takes me a month to get all the brownies baked and delivered – but it’s worth it. We reconnect every year.”

Of course, the brownies come in a custom-designed logo tin – ensuring Linda Skolnick is associated with

the decadent treats. But nobody would ever forget that! They are a holiday tradition.

“I’m a little over-the-top,” Skolnick laughs. “I work hard, but I try to balance it all with family and amazing friends. I love playing pickleball, and taking hip hop classes, I love to travel... I’m always mercilessly teased about my love of fabulous shoes, ...you can’t take yourself so seriously all of the time.”

There’s that Bloomingdale’s legacy shining through – making sure “amazing” sticks with her wherever she goes.



Linda Skolnick with her family, the foundation behind everything she does.

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- **Lower monthly payments** so you can breathe easier all year long.
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- **Consolidate last year's debt** into one manageable payment.
- **Set yourself up for success** with the right loan, rate, or refinance option.



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ALL ABOUT GOLD COAST 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 500 real estate agents across Fairfield County 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 500 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 500 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 some of the 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 -

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