

LONG ISLAND

JANUARY 2026

REAL PRODUCERS



Michael Furino

Building a
Fast-Growing
Business that
Puts People First

Agent Spotlight
JESSICA LIU

Rising Star
JOE LAVIOLA



PARTNER SPOTLIGHT
**ROBERT & ROBERT
J. LOPINTO**
Silver Spring Capital

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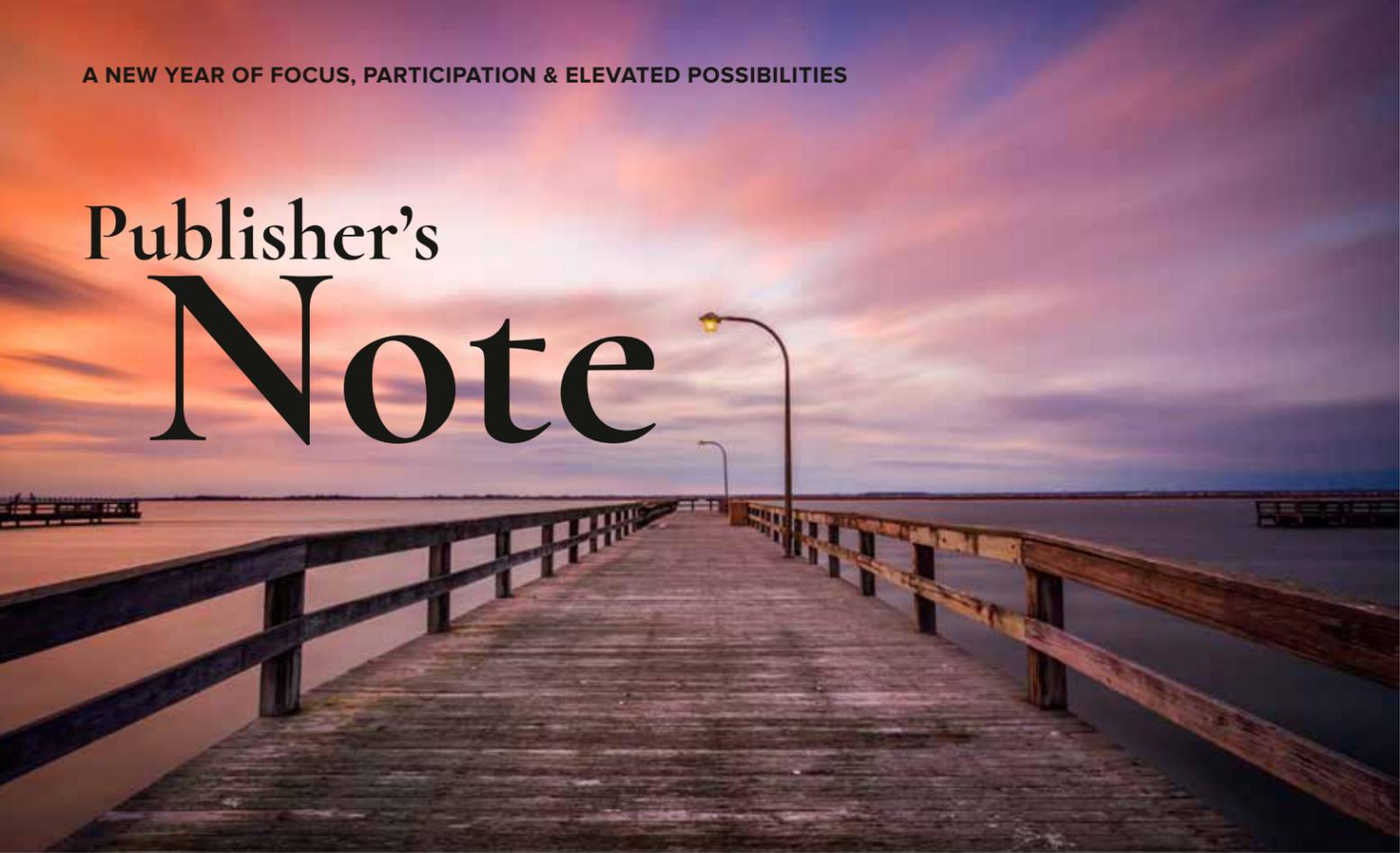
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Publisher's Note



As we turn the page into a brand-new year, there's an electric sense of possibility in the air — the kind that only happens when a driven, inspiring community like ours steps forward together. *Long Island Real Producers* is so much more than a network; it's a movement fueled by top-tier Realtors, trusted Ad Partners, and the shared commitment to keep raising the bar across our industry.

This year, we're doubling down on something powerful: **participation with purpose**. Your presence — at events, in conversations, in collaborations — is what transforms this community from a publication into a platform. When the top agents on Long Island show up, share openly, and support one another, momentum builds fast... and opportunities multiply just as quickly.

Your Focus = Your Edge

In a market that rewards clarity and consistency, the agents who stay plugged in — to relationships, education, and the LIRP ecosystem — are the ones who thrive. Every event, every mastermind, every handshake strengthens your visibility and positions your business for its next leap forward. This year, we invite you to bring intentional focus to your growth, your connections, and your presence in the room. You never know which moment will spark your next breakthrough.

Your Participation Powers the Community

We've seen it time and time again: when top producers show up, magic happens. New partnerships form. Ideas flow. Stories

emerge. And the entire industry rises. Your involvement doesn't just fuel your own success — it inspires the community around you and helps shape the conversations that define where Long Island real estate is headed next.

Let's Build an Extraordinary 2026, Together

You're here because you're among the best of the best — and your voice, your energy, and your leadership matter. As we step into another year of features, events, masterminds, and unforgettable moments, we're grateful to have you as part of the LIRP family.

Here's to a year of intentional focus, meaningful participation, and the kind of collaborations that turn potential into reality.

Let's raise the bar, together — and make 2026 our most impactful year yet.

With heartfelt appreciation and cheer,

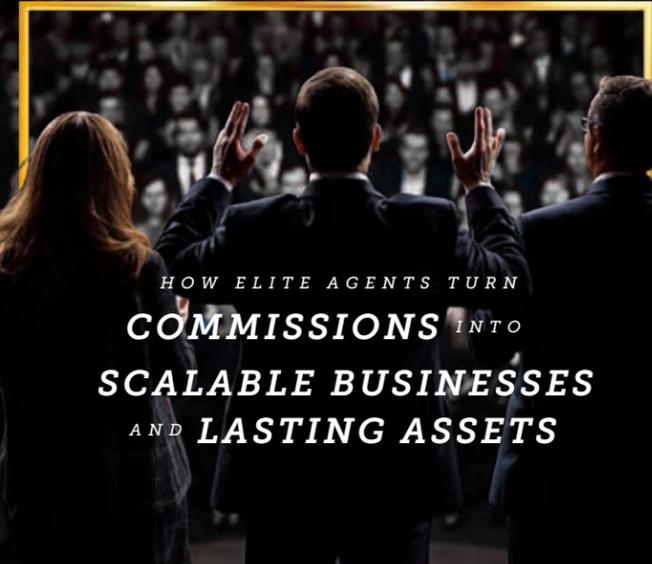


Blaise Ingrisano & Christine Ingrisano

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10 AM - 1 PM

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3:00 PM - 5:30 PM



Gratitude & Gold

Location TBD
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Robert & Robert J. LOPINTO

A Father and Son's Legacy at Silver Spring Capital

BY NICK INGRISANI • PHOTOS BY ANDREW MALARY

For Robert LoPinto Sr., the story began nearly four decades ago in Floral Park, NY where his Long Island roots and a fascination with business led him to study finance at Adelphi University. In 1986—his first day on the job at Dean Witter in the World Trade Center—he entered a field that would become his life's work. Over the years, he rose through the ranks as a financial advisor and branch, area, and complex manager within Morgan Stanley Dean Witter, overseeing multiple offices across the tri-state area while maintaining close relationships with his personal clients.

After many years in management, Rob Sr. made a pivotal choice: to leave the corporate structure and focus entirely on client service. It was a decision that set

the stage for something even greater—the formation of a family legacy.

That legacy took shape when his eldest son, Robert J. LoPinto, joined him fresh out of Fairfield University. A standout Division 1 baseball player and team captain, Rob Jr. had long admired his father's work ethic and integrity. As a child, he'd listened at the dinner table to stories about clients and markets and dreamed of one day following in his father's footsteps. His very first investment—\$1,000 of his Communion money used to purchase shares of a popular computer company—sparked a lifelong passion for finance.

After earning a Bachelor's degree in Business Management and Entrepreneurship from Fairfield, Rob

Jr. joined his father at Morgan Stanley, where he built a successful wealth management practice serving high-net-worth clients and their families. But in 2017, father and son decided it was time to create something of their own—an independent firm that could deliver world-class financial advice with the warmth and trust of a family business.

That vision became Silver Spring Capital, named after Silver Spring Court: the quiet New Jersey street where Rob Sr. and his wife, Marie, raised their four children. Rooted in family and community, the firm was built on the same principles that guided their home: trust, integrity, and care. Silver Spring Capital clears through Wells Fargo Advisors Financial Network, combining the independence of a boutique





management, and guidance for business owners navigating complex transitions.

At the heart of their success is the bond between father and son. Their partnership is more than professional; it's generational. Clients who once worked with Robert Sr. are now introducing their children and grandchildren to Robert Jr.—a continuity that mirrors the family dynamic within the firm.

"We're having a multigenerational impact on our clients. Especially because we're a father-son team. For many of our longstanding clients, I have a reputation with them and their children, and now their grandchildren are becoming our clients. They really appreciate the father-son team and the connectivity we have." — Robert Sr.

advisory practice with the infrastructure of a national institution.

"It was a risk because we didn't know how many clients would come with us. But when we made the move 8 years ago, 95% of our client base came with us. Since we were a small business in town with a lot of business owners, our approach really resonated with them. We are now an accomplished wealth management practice managing close to \$400M for our clients [as of 10/31/25]." — Robert Sr.

The team's success is built on the dedication and continuity of the exceptional professionals who work alongside Rob Sr. and Rob Jr. every day. Two individuals who exemplify this are Cathy Sheerins, the practice's registered Portfolio Administrator who was part of their original team at Morgan Stanley, and Jackie Smith, an Administrative Assistant who joined the practice at its inception eight years ago. Michael Corsi, a local college senior and part-time Client Service Associate rounds out the team. Even Rob Sr.'s wife Marie, whose technical background, compliance knowledge, and organizational expertise helps to keep the office running smoothly. Their support allows this father-son team to offer comprehensive investment planning, retirement and estate planning strategies, investment



The two share a commitment to client service that goes beyond numbers. They see themselves as lifelong partners in their clients' journeys—helping them prepare for retirement, navigate market changes, or plan for the next generation. The LoPintos pride themselves on accessibility and holistic care, ensuring that every client feels seen, heard, and supported.

"We go above and beyond in our service and are always available for our clients."

"We don't take a narrow approach to anything. We ask every client about their short and long-term goals, then draw out the roadmap and help them achieve it, working with them every step of the way." — Robert Jr.

That philosophy extends to their relationships within the real estate community. Many of their clients are agents, brokers, or home service professionals—people whose incomes fluctuate and who need thoughtful guidance to manage both prosperous and lean months. Silver Spring Capital helps them structure retirement plans, build investment portfolios, and plan for long-term stability.

"Real estate agents can have very sporadic income. So being able to navigate that and plan for the future is a difficult challenge. Having a team of professionals to walk them through that is key." — Robert Jr.

Their reach goes further, too. When clients sell properties, retire from businesses, or inherit estates, the LoPintos and their team provide a steady hand through major financial transitions. Working closely with estate attorneys, CPAs, and mortgage brokers, they ensure that clients' financial lives and futures are as seamless and stress-free as possible.

"If a real estate agent is helping a high-net-worth client sell their home, where are they going to put that money when they downsize? Or maybe their client is buying and needs a bridge loan. We can help out with that and get creative about collateralizing their assets." — Robert Jr.

Looking ahead, the LoPintos continue to grow with intention. They've recently welcomed another advisor into their office and plan to purchase a building to house their expanding operations. Yet despite the firm's growth, their focus remains on an exceptional client experience.

"We pride ourselves on our support staff. We've built a very knowledgeable team of people so far. Looking ahead, we plan to continue bringing on high-quality people

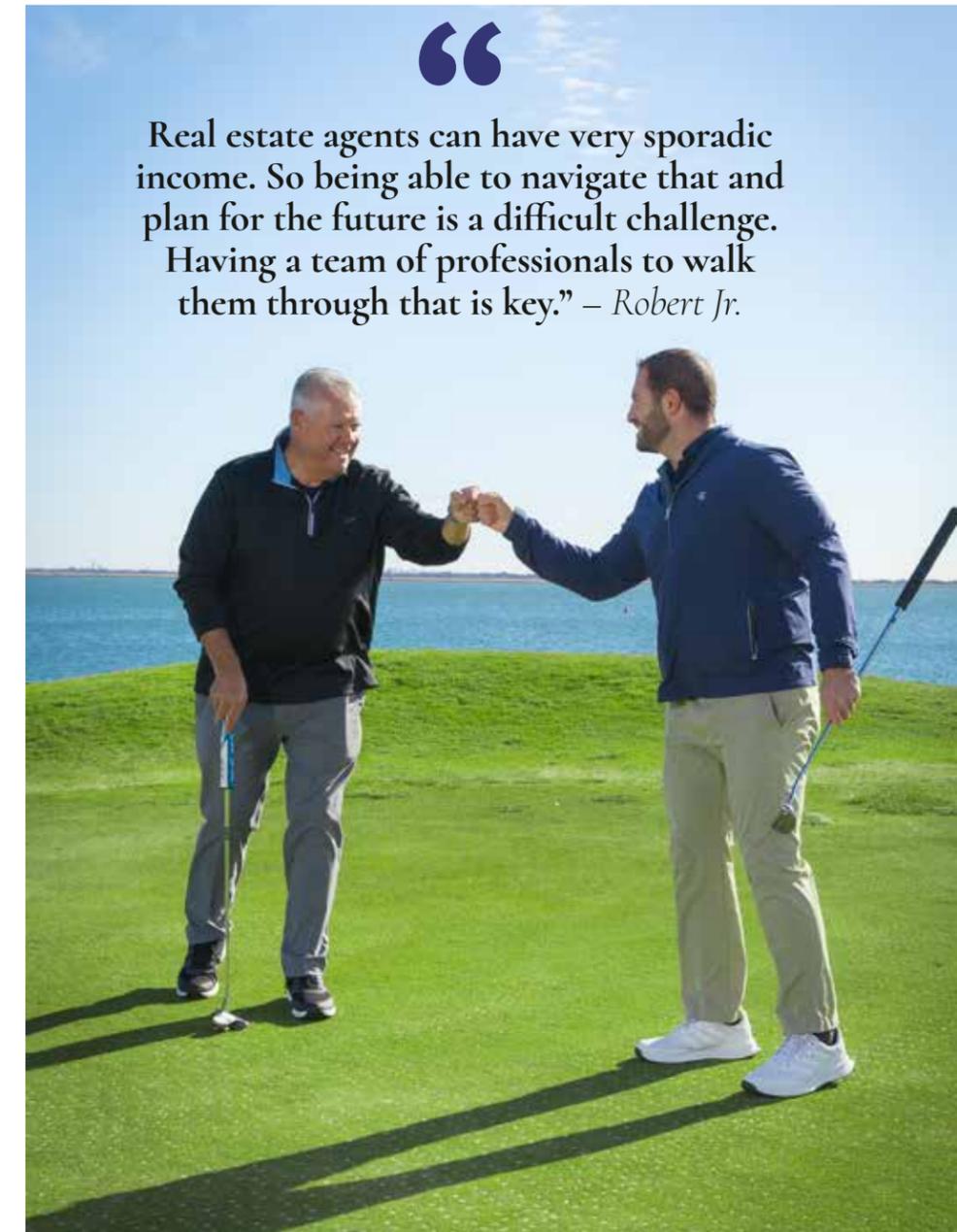


to serve our clients to the best of our ability." — Robert Sr.

The father-son duo also shares a deep appreciation for life beyond work. Rob Sr. is an avid golfer, boater, and cook who enjoys spending weekends at the Jersey Shore with his large and growing family. Rob Jr., who lives on a farm in New Jersey with his wife Kelly and their children, Jack and Giada, channels his energy into coaching youth baseball, tending to his backyard farm of 13 chickens, and exploring the outdoors with his kids. For both men, family and fulfillment are inseparable from their definition of success.

"I always loved that my dad had a personal touch to the business and loved what he did. He never missed any of my games and coached my teams through high school. That was why I said this is a really good career. If you make it, you can really have a good life outside of it as well, and family is so important to us." — Robert Jr.

As Silver Spring Capital enters its next chapter, the LoPintos stand as proof that success in finance—like in family—comes from trust, hard work, and heart. What began in a small New Jersey home on Silver Spring Court has become a thriving, multigenerational practice built to last.



“
Real estate agents can have very sporadic income. So being able to navigate that and plan for the future is a difficult challenge. Having a team of professionals to walk them through that is key.” — Robert Jr.



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JESSICA LIU

A CAREER BUILT ON SERVICE, TRUST, AND FAITH

BY NICK INGRISANI
PHOTOS BY DYNAMIC MEDIA SOLUTIONS

When Jessica Liu reflects on her journey to Long Island real estate, she sees a path shaped by courage, curiosity, and a deep desire to serve. Born and raised in China, she grew up with a love of language—first English, then Japanese—drawn to the ways culture and communication open doors. At 24, she moved to the United States not out of necessity, but out of possibility. A study opportunity arose, and she chose to challenge herself, to see what her life might look like if she followed her instincts toward learning, growth, and connection.



After arriving in the U.S., Jessica continued her education in finance and accounting while working to fully assimilate into a new community. New York, with its diversity of languages and cultures, made her feel at home. She worked deliberately to speak proper English, understand cultural nuances, and embrace the multicultural fabric of her new surroundings. Mandarin remained her native tongue, but bilingual fluency quickly became one of her greatest strengths—one she would later use to help colleagues and clients alike.

In 2013, Jessica moved to Long Island, unknowingly planting the roots of a future career. A Chinese agent who

helped her rent her first home recognized Jessica's natural curiosity and work ethic and encouraged her to get her real estate license. At the time, life was shifting in ways she hadn't expected. The flexibility of real estate offered a pathway to stability, independence, and a future she could build on her own terms. She earned her license in 2014 and jumped in with determination.

Those early years required grit. Jessica often brought her young daughter with her to showings and open houses, balancing motherhood and a new profession at the same time. Still, the experience she brought from her education along with her passion for

homes, helped her build a strong foundation that would later distinguish her as a deeply knowledgeable agent.

"I spent a lot of time driving around the neighborhoods of Jericho and Syosset, going street by street and finding out which streets are narrow, which are pretty, the different types of homes, and what is aesthetically pleasing. All to understand the pros and cons of different homes and how the areas are laid out."

But knowledge alone couldn't solve everything. Working at a small mom-and-pop brokerage meant limited training and inconsistent systems. For the first three to five years, Jessica considered walking

away more than once. She was producing, but the future was unpredictable. That disconnect between her effort and the lack of structure weighed on her.

Everything shifted when the brokerage was sold. Jessica moved to a new office and finally saw how the industry could operate—with support, systems, mentorship, and collaboration. Soon after, she received an invitation to join Compass. That moment marked the beginning of a new era.

"My business increased a lot after joining Compass. I needed to be around people whom I like. The main difference now is that I



relief and gratitude when the job is done well—remains one of her greatest rewards.

That care extends to her agent relationships as well. Jessica believes strongly that the industry thrives on cooperation, not competition. She invests time in her peers, building friendships and strengthening the professional ecosystem for everyone involved. In an increasingly diverse Long Island market, she sees her multicultural perspective as a way to unite, not divide.

“I just want to be a one-stop shop for my clients who have any real estate needs.”

Outside of work, her world revolves around her daughter, now 11. Their daily routines and shared time are the center of her life.

Faith is her other guiding force. Jessica begins every day with gratitude, trusting that God’s plan has brought her to where she’s meant to be. Her faith has carried her through challenges, anchored her through change, and helped her see purpose in every deal and relationship.

genuinely love every agent in my office.”

At Compass, she found not only a brand aligned with professionalism and high standards, but a community. The culture of support, kindness, and teamwork transformed the way she viewed her career. She may work independently, but she never feels alone.

“They offered me a helpful hand right off the bat when I was onboarding. I feel a sense of collaboration and teamwork here. I really enjoy going to the office and seeing everyone. Good people make everything better. Now, regardless of how the business goes, I really enjoy my little circle.”

Today, Jessica works with a wide range of clients, from first-time homebuyers to luxury sellers. She began her career exclusively working with buyers, particularly those purchasing their first homes. She loved growing alongside them, earning their trust, sharing their excitement, and helping them understand the process.

“I am genuinely grateful for my clients’ trust. Every closing is not a check. I thrive on the sense of achievement.”

As she moves further into the luxury market, she brings the same human-centered approach. For sellers who have lived in their homes for decades, she knows how emotional the process can be. Helping someone transition to the next chapter—watching their

“I consider myself a bridge of cultures. I love to help other agents.”

Looking ahead, Jessica is focused on expanding her skill set—diving deeper into the luxury sector and exploring commercial real estate. She hopes to take on additional volunteer roles within the industry, sharing information and giving back to the community that supported her growth.

“I thank God every day. Being in this very competitive, high-demand industry really helped me see God’s work in every single deal. The longer I do this, the longer I feel that God has a perfect plan and will make it work.”

Today, Jessica stands as an example of resilience, cultural connection, and quiet leadership.



“ I AM GENUINELY GRATEFUL FOR MY CLIENTS’ TRUST. EVERY CLOSING IS NOT A CHECK. I THRIVE ON THE SENSE OF ACHIEVEMENT.”

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JOE LaViola

A Business Built on HEART, HARD WORK, and Integrity

BY NICK INGRISANI • PHOTOS BY ANDREW MALARY

Joe LaViola grew up on the South Shore in Merrick, and hard work was built into his life from a young age. Right after high school, while many of his friends were heading off to college, Joe stepped directly into the family business—his father’s Tropicana orange-juice routes. For nearly a decade, he ran those routes, waking up before dawn, managing deliveries, and learning what it meant to take responsibility for something tangible and real. It was steady, honest work, and for a long time, Joe figured that would be his path.

and sell houses or my family will starve. I did just that.”

The decision paid off almost immediately. Within his first full year, Joe closed over \$10 million in sales.

By 2024, his business was on track to double, and in 2025, Joe

experienced remarkable momentum and continued to see significant, sustained growth.

That explosive growth wasn’t luck—it was strategy, consistency, and a willingness to put himself out there. Joe built much of his business through social media, particularly Instagram,

“

I realized the only way I’ll be successful in this business is if I put my all into it and give it 100%. Either I get to work and sell houses or my family will starve. I did just that.”

“I honestly thought I was going to be selling orange juice for the rest of my life. It’s a great living.”

But life had other plans. Around the time he met his wife—now his partner of five years and the mother of their two daughters—she saw something in him that he hadn’t yet seen in himself. She suggested he try real estate, convinced that his natural charisma, people skills, and drive would make him a perfect fit.

“She encouraged me to try it, one thing led to another, and now I’m literally in love with my job. There are so many more opportunities in real estate. I’ve met a lot of people in the last 4 years, at all different price ranges, in different stages of life, and the connections you make in real estate are just incredible.”

He earned his real estate license in March 2022 while still working full-time for Tropicana, and managed to close three deals in his first year. By early 2023, as his second daughter was on the way, Joe faced a defining moment. Ultimately, he decided to leave the comfort of the family business and commit to real estate.

“I realized the only way I’ll be successful in this business is if I put my all into it and give it 100%. Either I get to work





strength, leading by being genuine, transparent and relatable.

Since day one, Joe has been with Daniel Gale Sotheby's International Realty, drawn to its balance of prestige and people-first culture. Looking ahead, he envisions building a team of his own—not to step back, but to mentor. He wants to share what he's learned with newer agents who are hungry to grow.

"Down the line, I'd love to have an opportunity to mentor newer agents, giving them a chance to grow with the stuff that I've learned throughout my career. I'm a true believer that knowledge is power, so I would love nothing more than to share my knowledge with people who are just starting out."

What drives him most, though, is service. Joe is passionate about helping people navigate one of the biggest decisions of their lives. Whether guiding first-time buyers through a stressful process or helping families find their forever home, he sees every closing as a privilege.

"It's an honor that people are choosing and trusting me to make the biggest purchase of their life."

where he connects directly with potential clients by answering questions, sharing market insights, and showing his authentic personality.

Joe is the first to admit that he's built for a 24/7 career. Real estate, to him, is not a nine-to-five job but a lifestyle. He's in the office seven days a week, staying on top of emails, client calls, and showings. Even with a trusted assistant handling the back-end details—paperwork, reports, scheduling—Joe remains deeply involved in every transaction from start to finish.

That relentless commitment is what sets him apart. Joe views his relationships with buyers and sellers as true partnerships, built on trust and communication. When he tells clients, "We're going to be married until we find your home," he means it. He's present at every stage—from the first showing to the final signature—and continues to check in long after closing day.

"I'm still in touch with every single client I sold a house to, to this day. I truly care about people."

His authenticity shines through everything he does. Early on, some people wondered if his heavily tattooed arms might make it harder to win business in a traditional industry. But Joe turned that assumption into



Even as his business expands, Joe stays grounded in the values that brought him here—hard work, family, and gratitude. Success, to him, isn't just measured in numbers but in personal growth. Each year, he sets goals not only to sell more but to become a better person and professional. He believes in trusting the journey and himself, not rushing for a specific destination.

"Ultimately, you just need to trust yourself. There's a quote I love: 'A bird sitting on a tree is never afraid of the branch breaking, because its trust is not in the branch breaking but in its own wings.'"

Outside of work, Joe finds balance on the golf course, often teeing off with clients who have become friends. When he's not networking or showing homes, he's home in Melville with his wife and daughters, grateful for the life he's built through faith and persistence.

For Joe, success isn't about a final destination or a title—it's about waking up each day ready to work, serve, and grow. It's about being real, being reliable, and being there for the people who choose him. In an industry built on relationships, Joe LaViola's story is proof that authenticity never goes out of style.



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Michael

Building a Fast-Growing
Business that Puts People First

BY NICK
INGRISANI
PHOTOS BY
ANDREW MALARY

Furino

Michael Furino grew up in Brooklyn before moving to Port Washington at age seven, trading city streets for a tight-knit community that would later shape his network, his values, and ultimately his real estate career.

Michael attended St. John's University for both his undergraduate degree in finance and his MBA, originally imagining a future in architecture before choosing a business track that felt more practical. He later found himself working in finance, trading oil and gas on the NYMEX, and spending time in investment banking. But even in those early years, he knew something was missing. He had always been drawn to homes, design, and the business of building, and he often imagined that one day he'd make his way into something more entrepreneurial.

"I just wasn't happy with what I was doing, commuting to the city and working at a desk. My wife was pregnant with our son, who was due in a month. She said, 'You're not enjoying what you're doing and you always liked real estate. Why don't you get your license?' She'd be home with the baby for 6 months anyway, so I would have 6 months to try it and see if there was any potential."

Michael got his license in 2018 and joined a team where he spent his first three years learning the business from the ground up. What happened next was the product of sheer determination. In his first year, he closed around 9–10 deals. In year two, he doubled it. By year three, he surpassed 35 transactions and began consistently producing around \$30 million annually. In January, he launched his own team—and it's already

shaping up to be his best year yet, producing over \$50 million in sales.

His early success wasn't luck. It came from a level of effort that few people are truly willing to sustain. Michael worked seven days a week, often 10–12 hours a day, with no vacations and no days off. He ran four open houses every weekend, month after month, long before he had a pipeline to rely on. He followed up relentlessly, nurtured leads for months, and stayed consistent even when results took time.

"I was just doing the things that everyone says they want to do but don't. People

think they work hard, but usually they're just doing what everyone else is doing. I worked seven days a week with no vacation and did four open houses a weekend, every single week."

He also understood the challenges of earning the trust of people who knew him. Family and friends, he says, can be the hardest to convince—yet persistence and professionalism eventually paid off. At the same time, his deep Long Island roots and existing network played an enormous role. Having lived in Port Washington for 20 years, running a charity, and owning the Long Island Sports Dome with his brother, he



MF THE FURINO TEAM
at Douglas Elliman Real Estate



As his career grew, Michael built a reputation for responsiveness, organization, and a detail-oriented style that clients trust. With a full-time admin to support him on the road, he ensures his clients receive immediate answers, clear communication, and skilled guidance through what is often an emotional and stressful journey.

“If someone texts me, I text back quickly, answer their questions, and follow up. I think that’s what people look for. There’s no reason not to get back to someone within 24 hours. The journey for buyers and sellers is super emotional, so helping manage those emotions and taking out stress is one of the most important parts of our job.”

Looking ahead, Michael plans to grow his team slowly and intentionally. He is selective in choosing people who share his values. For him, the right fit matters more than production levels. Team members are partners, not numbers, and his role is to help them grow their business just as they support his.

“I want to hire agents that align with my core values: being family oriented, a good person, and committed to helping others. I am very selective with who I choose to surround myself with, and I would rather have an agent who does the right thing, making less money, than a mega

already had meaningful community ties. Those connections helped fuel his early business and continue to bring him referrals today.

“My family taught me to be nice to everybody, help people, and good things will come. I still live by that now. I do a lot of fundraising for different organizations, get a lot of business from vendors, and refer a lot of business out. Now I’m able to choose where my business comes from.”



producer who does not share the same core mindset.”

For all his drive, one of Michael’s greatest joys is building lasting relationships with clients. Real estate, for him, is as much about connection as it is about contracts.

“I’m lucky to have great clients. I work with really good people, and I enjoy what I do because people appreciate how hard I work. A lot of clients have become my friends, and our kids have become friends too.”

Outside of work, Michael is a dedicated father who structures his schedule around his children’s lives—coaching baseball and basketball, attending dance recitals, and making time for morning routines even when evenings are filled with showings.

“My kids are getting older, so I’m enjoying them more while I can. I’m able to structure my business around the things that are important to me.”

He and his wife love to travel, and Michael incorporates golf into both his leisure and networking. He’s also been an avid baseball card and memorabilia collector since childhood—a passion that has grown into a longtime hobby he still enjoys today.

Michael’s charity work is particularly close to his heart. He founded **Be**

the Best Sport, an athletic program for children with special needs, and continues to do extensive fundraising in the community. That mission—to help, to support, to create opportunities—mirrors his overall approach to business.

Every part of his journey reflects his belief in hard work, kindness, and doing the right thing. It’s a philosophy that has shaped his career and continues to drive his success.



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