

LONG ISLAND

JUNE 2026

REAL PRODUCERS[®]

Zachary Scher

How Mindset and Drive Built One of Long Island's Top Teams

Agent Spotlight
JATINDER SINGH
Living the American Dream and Helping Others Fulfill Theirs

We Ask... You Tell!



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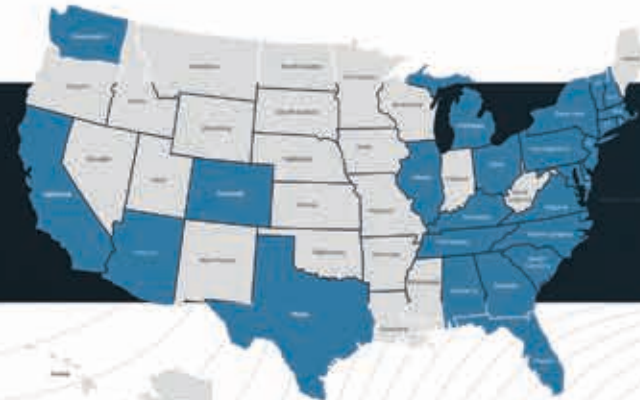
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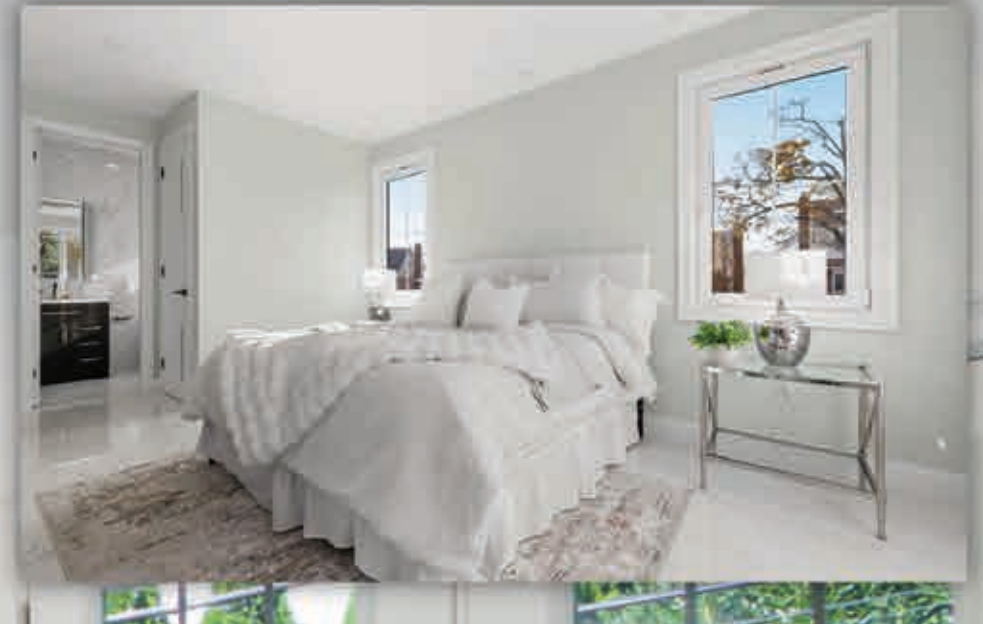
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“ - Elaine



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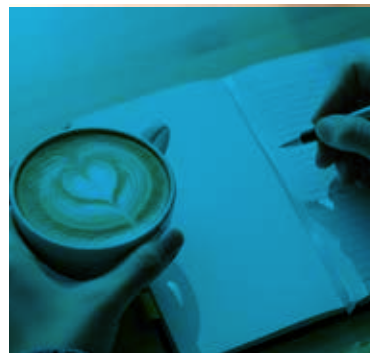


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PUBLISHER'S NOTE

The Season of Momentum

June on Long Island always carries a certain energy.

The conversations get faster.
The phones ring longer.
The signs go up quicker.
And across our industry, the focus shifts fully into motion.

This is the season where preparation meets opportunity.

After an incredible turnout at our April Business is Blooming event, one thing became very clear: this community is thriving. The room was filled with top agents, rising talent, trusted partners, meaningful conversations, and the kind of authentic relationships that continue to move the Long Island market forward.

That momentum matters.

Because while real estate is always about transactions on paper, the reality is that the biggest opportunities still come from people—the relationships built, the reputations earned, and the communities intentionally created over time.

As we move deeper into the height of the season, we know many of you are doing what you do best:

- Showing up early.
- Solving problems.
- Managing deals.
- Leading teams.
- Serving clients.

And continuing to perform at a high level in a constantly moving market.

That's what makes this community special.

At Real Producers, our mission has never simply been to publish a magazine. It's to create a platform that celebrates the people driving

this industry forward while building intentional spaces for connection, collaboration, and growth.

And the foundation being built now will shape what comes next.

As our community continues to grow, we'd also like to extend a warm welcome to several new Preferred Partners joining Long Island Real Producers: Frederick J. Assini of Hartford Funding, LTD, Nicole Vargas of Financial Equities, and Roy Barrera of Platinum Appraisals & Tax Grievance. We're excited to have each of you as part of this growing community and look forward to the relationships, collaboration, and value you'll bring to our agents and partners alike.

With another event ahead this July, continued expansion of our community, and new opportunities to connect top agents and Preferred Partners alike, the momentum continues to build heading into the second half of the year.

To everyone featured in these pages, attending events, supporting fellow professionals, and contributing to the strength of this community—thank you.

The season ahead belongs to those willing to show up consistently.



Blaise Ingrisano

& Christine Ingrisano

Publisher/Area Directors

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What's one non-negotiable in your routine

MORNING, WORKOUTS, OR DAILY STRUCTURE?

Welcome to our "We Ask... You Tell!" feature in *Long Island Real Producers!*

This is a fun, personality-forward feature where we ask agents lighthearted lifestyle and success questions — things like:

- What books are on your nightstand?
- Favorite vacation spot?
- Go-to coffee order?
- How do you use AI?

...and more. It's a great way for the community to get to know the person behind the business. Look for the participation link in our monthly newsletter. Be a part of the fun!



Stephen Gaon
The Focus Team @ Real Broker
My morning Starbucks!



George Gatt
Stephen Joseph Properties
Daily structure! In real estate, your day can get pulled in a hundred different directions fast. If you don't start with a clear plan, you end up reacting instead of leading. Every night I map out the next day and prioritize the must-do tasks and strategic follow ups.

That's what keeps me consistent, focused, and in control of the business.



Shaughnessy Dusling
Real Broker
Just started a new routine, and made it to 100 days! Drinking a full glass of water before coffee, jumping up and down 50 times, and an hour of yoga



class. It's been incredible for my mental and physical health. I love it.

Anthony Perrotta
Signature Premier Properties
One of the biggest things that's helped me stay consistent with workouts is having a trainer come to the house. Even on the days you don't feel like working out, you don't really have a choice... he shows up. That scheduled time has become part of my routine. It's a reset. A chance to clear my head and lock in. I've always been appointment-driven, and that built-in accountability has been a game changer for staying consistent and hitting my goals.



Belinda Caspi Wiseman
Berkshire Hathaway HomeServices Laffey International Realty
I have two lol. My morning coffee before I leave the house, and my exercise routine to keep my bones and body in



one piece after two fractures in two years. Keeps me healthy and on the mountains (my happy place).

Nancy Giannone
Howard Hanna Coach Realtors
I start my day the same everyday - Prayer and workout and coffee of course! My non-negotiable is my daily zoom rosary - God starts my day and God finishes my day - everything in-between is secondary :)



Stephanie Calinoff
Signature Premier Properties
I walk every morning whether it's cold, rainy or beautiful out. I walked to honor my mom who only wished that she could walk more than a few steps in her last stages of life. I'll never take it for granted.



Kathleen Evangelista
The Evangelista Team at Douglas Elliman
Meditation



Abhishek Sethi
Voro Real Estate
My non-negotiable is sitting with my wife over coffee each morning for family alignment, from there, I move into a focused workflow, identifying the right opportunities for my clients through MLS & Zillow



Dee Dee Brix
The Dee Dee Brix Team at Compass
Gratitude, Intentions, Coffee! and Clementines



Lisa Lauricella

Signature Premier Properties

My non-negotiable is getting organized before the day gets ahold of me. In real estate, things can change fast, so every morning I check my schedule, client priorities, and what needs attention first. Otherwise, by 9 a.m. I'm answering emails in the car and wondering how I already have 47 texts.

As for working out... some days my fitness routine is speed-walking through showings, running up and down stairs, and walking the grounds at properties, so I tell myself that counts when I can't squeeze a workout in.



Whitney Yeung

The Levin Team at Compass

My productive days actually start the night before. My nighttime routine before bed is completely non-negotiable - I clean up everything and make sure my space is ready for the next morning. I call it "closing time."

After a long day, it's so easy to just crawl into bed, but I've found it's way more productive (and honestly more peaceful) to reset everything the night before. Waking up to a clean space instantly lifts my mood and helps me start the day feeling clear, calm, and energized.

It sounds so simple, but the best routines - the ones that really ground you - are usually the little things you do to make the day feel easier.

My morning routine is just as important to me. Because the apartment is already clean, I wake up feeling ready to go. The first thing I do every morning is drink a warm glass of water, make my bed, do my skincare routine, and then have breakfast and coffee. Once my routine is done, I feel grounded, focused, and ready to take on the day.



Liza Bendett

The Scout Residential Team at Compass

My non-negotiable is staying organized enough that I can actually step away. If everything is structured, there is always room for a real break in the day and I am available to my family when it matters.



Michele Sanchez

Signature Premier Properties

The first thing I do to start off my day is Pray!



Rebecca Zinn

Compass

My non-negotiable is having structure in the middle of a business that's often unpredictable. I'm naturally someone who likes to stay active and organized, so starting my mornings with intention, whether it's reviewing the market, fitting in tennis or a workout, or simply getting ahead of my day, helps me stay grounded. It allows me to be fully present for both my clients and my family.



Brian Connor

Realty Connect USA

One non-negotiable in my routine, is having structure and making sure the tasks I set for myself get completed by the end of the day. I'm very goal oriented, so I like starting each day with a clear plan and staying organized throughout it. Between real estate, my family, real estate investing, auto importing, and everything else I manage, consistency and accountability are huge for me. No matter how busy the day gets, I make it a priority to follow through and finish what needs to get done.



Jared Sarney

SRG Residential

Dunkin' Donuts iced coffee. I start every day no matter what time of the year with my iced coffee. It gets me going to start my day that does not have enough hours in it!



Paula Lescano

Exit Realty United

Family breakfast. Doesn't matter if I have a 7am showing or closings back-to-back — we sit down together, even for 15 minutes. It grounds me and reminds me why I work this hard. I help people buy homes because I believe in what home means. That starts at my own table every morning. People buy homes because I believe in what home really means. And that starts at my own kitchen table every single morning. Family keeps me grounded. Real estate keeps me growing. 🌱

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Living the American Dream and Helping Others Fulfill Theirs

Jatinder Singh

BY NICK INGRISANI
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with his brother, building what became a multi-state operation with locations across Long Island, New York, and Florida. But as that industry shifted, so did he. In 2006, Jatinder made the move into real estate—entering the market just as it was beginning its dramatic decline toward the 2008 crash. While others were heading for the exits, he was just getting started.

While those early years were challenging, Jatinder poured himself into trainings, self-education, and learning by doing. He simply followed his passion for real estate and let that be his core motivation.

“Now I have a team and do mentorship programs. One thing I learned over time, is if someone might have guided me toward a mentorship, my first few years would be very different. I’ve just been blessed, just keep working, that’s all it is.”

Now nearly two decades into his real estate career, Jatinder leads a team of agents and runs an active mentorship program. He conducts trainings on everything from open house strategy to navigating new laws and emerging

Born in New Delhi, India, Jatinder grew up in a Punjabi Sikh household with a clear dream: to follow his father into the Indian Air Force. But life had other plans. In 1984, a state sponsored wave of genocide violence swept across India against Sikhs, and Jatinder’s family survived one of the darkest weeks the country had seen in a generation. That experience became a turning point. In 1986, at just 15 years old, he emigrated to the United States.

In the U.S., Jatinder did what so many first-generation immigrants did in the 1980s: he studied

computer science. He worked for major companies, built a promising career, and had a solid job lined up by the time he graduated. Then he walked away from it. He couldn’t see himself staring at a screen all day, and he had a simple rule even then—if he was dreading Monday morning, it was time to move on.

“I just couldn’t see myself at a computer all day. So I quit. My parents couldn’t believe it at the time.”

What followed was a chapter in entrepreneurship. Jatinder went into the cell phone business





serves as a director for United Sikhs, a global humanitarian organization that provides disaster relief, food assistance, and medical aid wherever it's needed most. During COVID, the organization delivered hot meals and medicine to communities across New York City and the country. He's also deeply involved in ongoing homeless feeding initiatives and local community projects. For Jatinder, serving others isn't a side pursuit—it's a core part of who he is.

"Serving the community is one of the biggest things in my life."

When he's not working or volunteering, Jatinder rides motorcycles, bikes with his three children, hits the gym, and travels whenever he can. He's a father who measures success not just in transactions closed, but in the life he's built.

After nearly 20 years in real estate, Jatinder Singh doesn't spend much time looking ahead or calculating what's next. His strategy is simple: focus on the work, give it everything, and trust the journey.

"I never think much about what's coming. I just keep going. On the journey people come and go all the time. My strategy is to focus on my work, do the best that I can, and put all my energy into it."



technology, believing that knowledge is the single greatest differentiator in an industry crowded with over 80,000 licensed agents in New York alone—fewer than five percent of whom are Real Producers.

His approach with clients is deliberate and unhurried. Rather than pushing buyers toward a contract, he starts with a deep-dive consultation: reviewing finances, connecting clients with lenders, analyzing credit scores, and ensuring every piece is in place before a single property is toured. Once a client is fully pre-approved, his goal is to get them into the right home within three to four weeks. It's a process built around education, not urgency.

"One thing I focus on for myself and my team, is knowledge. We need to be a consultant for people, and to do that, we need to know the trade inside and out, and be

the best at it. Buying real estate is the biggest purchase of your life. There's a lot of chaos, stress, and anxiety involved. My goal is to make sure I take away the stress and make every transaction a happy and pleasant, stress-free transaction. That's very important to me."

That philosophy has made him a magnet for referrals. Clients don't just remember the transaction—they remember how they felt. Jatinder sees his work not as a numbers game, but as something genuinely meaningful.

"I feel my job is to fulfill American dreams and put people in houses they're going to love, create memories, and grow with their families. I feel that I have a very noble job. Every happy transaction is another win for me."

That sense of purpose extends far beyond the closing table. Jatinder

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▶ **HOW MINDSET AND DRIVE BUILT ONE OF LONG ISLAND'S TOP TEAMS**

BY NICK INGRISANI
CHRIS BASFORD / DYNAMIC MEDIA SOLUTIONS



**ZACHARY
SCHER**

Zachary grew up in Setauket and always had an entrepreneurial drive. When he was 16 years old, he was already running his own business—designing logos, business cards, and websites for clients. That entrepreneurial instinct would become the throughline of everything that followed. He went on to get his undergraduate degree in Design from CW Post, followed by a Master's degree at NYU in graphic communication management and technology.

"I got my Master's because I always wanted to teach. Following that, I taught at a few universities: Dowling College, Briarcliff, St. Josephs and CW Post — all while running my marketing company and consulting for other companies as well."

Real estate came onto his radar during a summer break from teaching. He decided to get his license to explore flipping houses on the side. But once he got into the swing of the real estate market, he realized it'd be the perfect synergy of his interests and skills.

"After getting my license, I dove headfirst into it. It was something that brought all my passions together. I could do sales, teaching, marketing... everything."

Growing up watching his father run car dealerships and later oil companies, Zach was exposed to sales and negotiation from a young age. He jokes that Monopoly was his favorite board game—not just for the fun of it, but because even a board game can teach you something if you pay attention.

"It sounds simple and silly, but you have fun playing it and learn some fundamental skills too. I've been buying and selling things all my life, so that aspect of real estate felt like second nature to me."

When he got his license in 2016, Zach leaned hard into what he already knew. Social media was largely untapped in local real estate at the time, and his marketing background gave him a decisive edge. Within his first six months, he had sold six homes. By

the end of his first full year, he had closed 40. He began stepping back from teaching, handed the reins of his marketing company to his father, and committed to real estate full-time.

After his first year on a team, his team leader encouraged him to go out on his own—a gesture Zach is grateful for to this day. He went solo briefly, but quickly realized that the volume he was generating required support. He began building Team Scher by adding partners, friends, and driven individuals one by one. What started as three or four people has grown to 20 to 25 members. They have been the number one team at Signature Premier Properties every year Zach has been there—six years running.

"I never recruit. It's just been through people I've known and met, or people who've reached out to me. When I review people, even if you have no sales background, if you have the right mindset and are a positive person, that's most important. I look for that first. Then you need to have the fire within





you to push yourself and never settle. That drive is key."

As far as team culture, Zach continuously aims for a blend of work ethic and positivity. He sets high expectations for himself and his team, and he's never rested on his laurels on past success. Every year, he continues to push everyone on the team to strive to be the best.

Looking into the future, he's not intent on growing the team just for the sake of it. At 20 to 25 members, he's found the bandwidth where he can lead with intention rather than delegation.

"I don't want things to get watered down by hiring other people to help me run the team. I'm happy with the size of the team, and am always looking to try to help people on the team expand their businesses. In turn, that helps our overall team continue to grow and increase sales volume."

Behind all of it is a home life that Zach credits as the engine of his success. His wife is his rock—someone who supports him fully, helps raise their two sons, and makes it possible for him to show up at the level he does every day. Those two boys, it turns out, have inherited a lot of their father's passions. Trading cards, football, Lego—things Zach loved as a kid are now things they do together.



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"Now I get to revisit a lot of passions I had as a kid and relive them with my kids. Can't imagine anything better than that. My wife truly gives me the ability to be successful. She's a rock for me, helps raise the family, takes care of the household, and supports me in everything that I do."

Above all, Zachary points to his mindset as the most important factor in his success. In an industry that can be as punishing as it is rewarding, the ability to stay positive, stay focused, and keep pushing is what separates those who last from those who don't. For Zach, that's not a motivational talking point. It's a daily practice.

"Having the right mindset and keeping it there is one of the most important things. I'm really able to maintain that, and it comes from having a great home base."

AN AFTERNOON IN Full Bloom

Intentional conversations. Strong relationships. A community continuing to grow and move the market forward.

Business was truly blooming on April 16 at The Halston as over 139 of Long Island's top agents, rising stars, teams, and Preferred Partners gathered for an afternoon centered around connection, collaboration, and community.

From meaningful conversations to genuine reconnections, the energy throughout the room reflected exactly what this season is all about: momentum, growth, and opportunity. The most meaningful opportunities happen when people are intentionally brought together.

Business is Blooming showcased a room full of professionals who know that success in this industry is not solely built on production – but on relationships, trust, collaboration, and surrounding yourself with people who elevate one another.

The afternoon was filled with a beautiful spring-inspired Bloom Bar, a colorful welcome drink, delicious bites, and

the celebration of our most recently featured agents.

As we move through spring, one thing is clear — this community isn't just active, it's thriving.

A very special thank you to **Dynamic Media Solutions** for beautifully capturing the energy of the day through both photography and video, helping bring the event to life long after the afternoon ended. Thank you to DJ Elie for the fantastic tunes, Carlos at Mindset Media for the social media content, and many thanks to "Not Just Marquee" (find them on Instagram) for the beautiful and fun Bloom Bar!

We'd also like to recognize our incredible event sponsors whose partnership continues to elevate these experiences and support the continued growth of this community:

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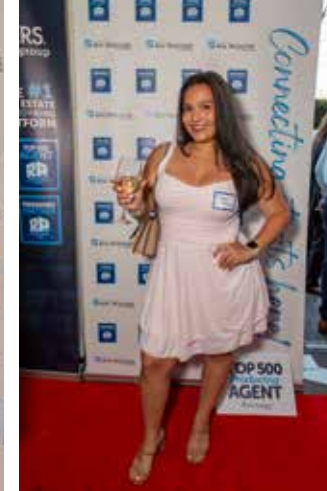
Thanks to the continued support of our Preferred Partners, experiences like this — and the publication itself — remain entirely complimentary for Long Island's Top Agents.

We appreciate everyone who joined us for such an incredible afternoon and look forward to welcoming the community back on July 15 for our Summer Soirée.

And as always — we're just getting started.







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