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# Meet The Team



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# There's Something About Spring That Feels Like Possibility.

After the pace and reflection of the winter months, this season brings a renewed sense of energy. The days are longer, the market begins to move, and the conversations start to shift from planning to action. It's a natural reminder that growth happens in cycles—and that momentum is built one intentional step at a time.

Our recent Mastermind was a powerful example of that momentum in action. The room was filled with thoughtful conversations about growth, ownership, and what comes next for agents who are building not just businesses, but lasting careers and lives. The biggest takeaway wasn't about doing more—it was about doing what matters, with clarity and intention.

Spring is a fitting time to carry that energy forward.

In real estate, this season is often synonymous with opportunity. New listings, new clients, new goals, and new beginnings are everywhere. But with that opportunity also comes pace, pressure, and expectation. As we step into a busy season, it's worth remembering that growth doesn't only come from pushing harder—it also comes from giving ourselves the grace to grow sustainably.

This is the time to gather your energy. To refocus on what matters most.

To reconnect with the people and relationships that make this community so special.

The *Long Island Real Producers* community has always been about more than transactions. It's about collaboration, shared experience, and supporting one another through every season of this business—and every season of life.

As the market blooms, we hope this issue inspires you to embrace the opportunities ahead with intention, confidence, and balance. Here's to a season of new business, renewed energy, and continued growth—together.

With heartfelt appreciation and cheer,



**Blaise Ingrisano & Christine Ingrisano**  
 Publisher/Area Directors  
 Long Island Real Producers  
[www.longislandrealproducers.com](http://www.longislandrealproducers.com)

# 2026



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List of Events | Save these dates!



April 16, 2026  
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Venue details will be shared in our exclusive online invitation

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Location TBD

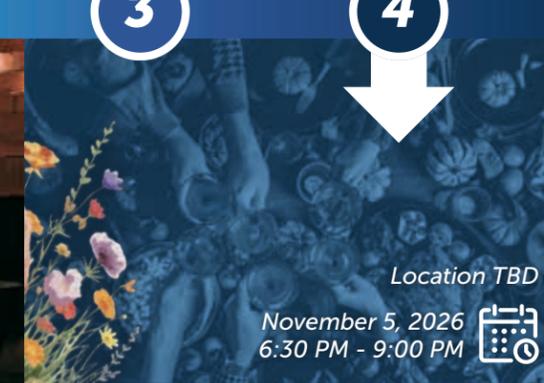


July 16, 2026  
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# EDDIE SCHMIDT:

## Dedication to Community, Service, & Authenticity

BY NICK INGRISANI • PHOTOS BY ANDREA BOVE AT POQUOTT, NEW YORK

**E**ddie grew up on Long Island with deep roots running in a small village on the north shore called Poquott. His grandparents bought summer cottages there in the 1950s, his parents met there in the 1970s, and Eddie recently purchased a home there across the street from his mother. His ties to the area aren't just personal — they're generational.

After attending Catholic school throughout childhood, he went to

study at Stony Brook University, initially focused on a career in medicine. For a long time, that path felt singular and certain.

*"I had big dreams of going to dental school. I went through some surgeries in my high school years and was taken under the wing of an oral surgeon who inspired me to take this route into medicine. I trudged through high school and college with this laser focus up until I didn't have it anymore."*

A couple of people played a key role in Eddie's shift in direction. He has always had an entrepreneurial spirit, creatively finding ways to earn money while growing up. From pedaling door to door to sell things to working many odd jobs, Eddie had a knack for seeing opportunities and taking action.

*"I've always had a real entrepreneurial spirit. Those wheels have been turning my whole life."*

He ultimately moved on from medicine because a key mentor told him that the world of medicine would be too small for him. Around the same time, another friend and mentor suggested that he go into real estate because it was the perfect match for his ambition and personality. Real estate has been his sole career since he was 22 years old.

After graduating from Stony Brook—following a prolonged and emotionally demanding period as his father battled ALS—Eddie took time to get his footing. He earned his real estate license in 2016 and officially joined Douglas Elliman in 2017. The brokerage's bootcamp-style training immediately resonated with him, but it was a chance meeting during that process that truly changed his trajectory.

*"I met Kelley Taylor at that training and thought, 'Wow, I want to work under her.' I loved her energy, how she presented herself, and could tell right away that she'd be a great teacher and mentor for me."*

After reaching out, he joined her in the Huntington office, committing to a daily commute nearly an hour west of his home. That summer became a full immersion into real estate.





clients, fellow agents, and professionals across the industry. For him, real estate was never static. Each day brought a different challenge, a different emotion, a different problem to solve.

*"I feel so much satisfaction in playing such a pivotal role in my client's lives. I always tell them at the end that I appreciate that they trusted me to be so intimately tied into this significant part of their story. There's a lot of responsibility in what we all do in this field."*

What sets Eddie apart is his old-school approach in an increasingly noisy industry. While he respects the power of social media, his strength lies face-to-face. He listens intently, remembers people years after first meeting them, and follows up in ways that feel personal rather than transactional. Authenticity, he believes, is non-negotiable.

*"I'm great being boots on the ground, face-to-face with clients. I truly and intently listen to everyone, and I'm a big talker."*

Kelley pulled Eddie into a new development project in Port Jefferson Village, where he learned through direct experience—listening to calls, observing negotiations, and absorbing how seasoned professionals handled clients. There was no gradual on-ramp. It was a crash course.

*"I was there every single weekend during the summer, and took in everything like a sponge. It's how I learned how to interact with clients."*

By the end of that first summer, Eddie landed his first listing: a \$1 million townhouse in the same community. The sellers had connections to multiple top-tier brokers, but chose him anyway. They saw something in the young agent — a sign that his hard work and dedication were paying off.

That same year, Eddie connected with Nikki Taylor Friedman, who would become his long-term business partner. While they each built independent businesses, they collaborated closely, complementing one another's strengths. Now, nearly nine years in, that partnership remains a cornerstone of Eddie's professional life.

From 2018 onward, Eddie's growth was steady and intentional. He focused on building genuine relationships — with



As 2026 approaches, Eddie sees it as a year of recalibration — sharpening his skills, exploring new strategies, and refining how he shows up professionally, without losing the core of who he is. He's also recently stepped into a mentorship role and noticed many parallels between his own start in real estate.

*"It's been a fulfilling experience seeing a new agent grow. He's taking this knowledge I'm giving him, and I get to watch him succeed. He's absolutely taken off. He's inspired me, and I've inspired him."*

Outside of work, Eddie's life is as full as his professional one. He is deeply embedded in the Poquott community, where neighbors feel more like family. He and his husband, Ray, a teacher, have been together nearly a decade. Eddie is passionate about boating and water sports, travel, cooking, and entertaining—often bringing people together around food and conversation.

*"Everyone jokes about how much I love Poquott. I spend a tremendous amount of time with my family and friends there."*

Above all, Eddie is intent on keeping his focus on what matters most: family, community, integrity, and service. For him, clarity of values isn't just personal—it's professional. It's what allows him to show up fully for his clients and continue building a career that feels as grounded as the place he calls home.



We live in a complex, and at times, overwhelming world, so sometimes you just need to clamp down and remain focused on what matters to you, what you value most. It's something I'm really focused on for the year ahead."

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# PAUL PERRONE:



## A PATH SHAPED BY ADAPTABILITY, PERSISTENCE, AND GENUINE CARE

BY NICK  
INGRISANI  
PHOTOS BY  
DANIEL WHITE/  
DYNAMIC MEDIA  
SOLUTIONS

**G**rowing up in Brooklyn as one of nine siblings in a blended family, Paul Perrone learned early how to work hard, stay adaptable, and carve out his own path. He eventually moved to Long Island for college and has stayed there ever since. What followed was a winding, unconventional educational journey: aerospace engineering, biology, psychology, and finally nursing. He earned both a biology degree and a nursing degree, fully expecting to one day get an advanced nursing degree, but then realized it wasn't the right path.

*"I worked in nursing for about 3 years, but ultimately realized that it'd never help me achieve my financial goals. That's when I decided to look toward sales. In sales, you can define your destiny. I appreciated getting paid for the work that I put in."*

After considering all the options, real estate quickly rose to the top of the list, and by late 2002, Paul was licensed. In the middle of 2003, he stepped away from nursing entirely and dove into real estate full-time. However, the transition wasn't without its challenges.

Coming from a respected medical field into an industry where trust must be earned in a completely different way, Paul faced skepticism and a steep learning curve. Early on, he heard veteran agents say things like, "You can't follow the rules and make money." Instead of buying into that mindset, Paul made it his mission to prove the opposite.

*"Being the person I am, I chose to ignore that and prove them wrong. People who know me and work with me know that I'm someone who's by the book. I'm an introvert, so I had to get comfortable with being uncomfortable. I realized that's where the success lies."*

Paul took a lot of training courses and practiced out loud at home repeatedly before he began prospecting through door-knocking, preferring face-to-face interactions with people over phone calls. An early moment of success was knocking on a competitor's new listing in town and ending up getting three listings on the same block that week.

*"It was just a matter of putting in the effort, getting out there, and not making excuses."*

In those early years, Paul's momentum was helped by a forgiving market. Supply was plentiful, financing was easy, and from January through May of 2004 alone, he earned roughly \$90,000 in commissions. But when the market shifted, the gap between effort and skill became clear. Without the deeper tools needed to navigate tougher conditions, sustaining that early success proved difficult.

Rather than walking away, Paul took a hard look at his business. If other agents were thriving in a changing market, he believed he could too. That realization led him to hire a coach and recommit to mastering the fundamentals—tightening his schedule, refining his scripting, and approaching real estate with the same discipline he had brought to nursing.

That process revealed another strength: teaching. Even during his nursing career, he had been drawn toward education. In real estate, that instinct translated naturally into coaching and leadership.

*"I became a coach to give back and help other people in a similar situation. I've always been good at assimilating information and teaching it in an understandable way. I learn a topic inside and out, analyze it, tear it apart, put it back together, and enjoy helping others understand what they need to become successful on a deeper level."*

As his business stabilized, Paul recognized that while he excelled at generating leads, he needed leverage to grow sustainably. In 2018, he began building a team. By 2021, it had grown to more than 20 agents. Over time, however, he learned that size alone wasn't the goal. Some team members moved on to start their own businesses or relocate, which Paul views as success rather than loss. Today, his team is intentionally smaller—seven agents aligned around shared standards, accountability, and contribution.

Looking ahead, Paul plans to grow again, but with intention. For him, failure only exists when there's no learning—or when someone quits. And quitting has never been an option.

*"I have a team of seven now and want to grow it significantly larger, but differently than I did in the past. I want everyone coming to this team to participate and contribute more. Now I'm focusing on people who are serious about making a change in their own lives and being a positive force for their clients."*

At the core of Paul's work is a deep respect for the emotional weight of real estate transactions. The role of real estate agent mirrors his earlier career in nursing: listening carefully, asking the right questions, and guiding people through moments of uncertainty with clarity and care. His philosophy is simple—go in as a giver, solve problems, and bring value first.



Outside of work, Paul's priorities center on his three teenage sons. He's committed to being present in their lives and supporting their interests.

*"Being there for them and helping them live their dreams is what I'm most passionate about."*

Paul also enjoys exploring the practical use of AI in real estate. He developed a platform called Real Disclose, designed to streamline open house sign-ins, automate required disclosures, and centralize offers in one place. The goal is to reduce friction, prevent lost documents, and make transactions clearer for both agents and clients.

More than two decades into his career, Paul Perrone's journey reflects steady evolution rather than overnight success. From nursing to sales, from early wins to hard-earned resilience, and from solo agent to coach and team leader, his path has been shaped by adaptability, ethics, and a commitment to learning.



“

JUST AS I WAS A HELPER IN MY NURSING PROFESSION, I SEE MYSELF AS A HELPER IN MY REAL ESTATE PROFESSION. INSTEAD OF BEING A GO-GETTER, GO OUT AS A GO-GIVER, AND THE SUCCESS WILL COME TO YOU. THAT'S THE CULTURE WE HAVE ON THIS TEAM. YOU MUST BE ETHICAL AND MUST BE THERE TO HELP PEOPLE. OUR JOB ISN'T TO SELL HOUSES, IT'S TO SOLVE PROBLEMS AND BRING VALUE TO PEOPLE.”

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# NICK SANTILLO

## A CAREER BUILT ON INTEGRITY, HONESTY, & PROFESSIONALISM

BY NICK INGRISANI  
PHOTOS BY DANIEL WHITE/  
DYNAMIC MEDIA SOLUTIONS

**N**ick Santillo grew up on Long Island, shaped by a competitive spirit, strong family values, diligent work ethic, and an early immersion in both discipline and sales. He was a standout hockey & lacrosse player growing up, and earned his undergraduate degree in accounting and finance while competing at a high level, later completing a master's degree in accounting at Molloy. Athletics, academics, and business ran in parallel from the start—building a foundation that would later define his professional identity.

Sales has always been a part of his path. He worked for Lacrosse Unlimited all through high school, interned at major accounting firms in college, and also had an internship with Under Armour doing weekend events and selling products across the region. He ultimately chose accounting for



the stability of it, but after several years he was ready for a change.

*“Shortly after, my biggest client tanked and I ended up being part of a massive layoff. It was a blessing in disguise because I had to make a move and do something else. My wife suggested real estate and six years later I’m blessed to be a top producer.”*

Nick got his real estate license in 2020 and hit the ground running at a small brokerage in Wantagh called Realty Advisors. He credits his previous

broker, Chris Kaufman, for creating the foundation which has played a big role in making him the agent he is today.

From there, an opportunity opened at Signature Premier Properties, one of Long Island’s largest brokerages. Though leaving Realty Advisors was difficult, the transition marked the next phase of his growth.

*“After sitting down with Peter Morris and Kathy Viard, the owners of Signature Premier Properties, we immediately had a connection. They have been huge supporters of my business and have been there for me every step of the way since joining Signature. They run an amazing company, and I am so grateful to be a part of it.”*

At Signature, Nick found scale without losing culture. With more than 1,600 agents, the company maintained an open-door leadership style that aligned with his values. Since joining in 2022, he has consistently performed at the highest levels—ranking as a top 10 agent company-wide, becoming the #1 agent in the Massapequa Park office in 2024, and later transitioning to the Garden City office after moving to Rockville Centre with his family. In his best year yet, he helped 40 families and closed \$30 million in volume, earning



recognition as a *Long Island Real Producers Top 40 Under 40* honoree.

*“For me, it’s all about professionalism, integrity, honesty, and just being able to tell clients the truth—whether they like to hear it or not. Sometimes realtors get a bad reputation, but my honesty, truthfulness, and professionalism sticks me out above other realtors. I thank my previous positions for that—dealing with high-powered CFO’s, attorneys, and billion-dollar companies. I was a financial statement auditor, in contact with a lot of high-end clients, realizing what kind of service people need to be satisfied.”*

Nick is known to his clients for staying involved in the process from start to finish. He also doesn’t disappear once a deal goes to contract. Clients are informed, supported, and guided every step of the way. His value, as he sees it, isn’t in opening doors—it’s in preparation, strategy, transparency, and problem-solving. From pre-listing walkthroughs and pricing strategy to coordinating attorneys, lenders, inspectors, and other brokers, he works to ensure transactions are smooth before they ever become stressful.

*“When you work with me, you get a different level of service. White-glove service across the board, at all price points. I make clients feel comfortable and earn their trust. Any agent can show a house, my value is*



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*everything else that occurs outside the lines—everything that happens before you get to the closing table.”*

He’s created a trusted professional circle around him—lenders, attorneys, and inspectors he knows will deliver for clients—because consistency and accountability matter more than scale. That same philosophy shapes his business growth: focused, disciplined, and sustainable.

Nick’s early success was fueled in part by market timing and lead generation platforms, but he credits long-term growth to work ethic and relationships. He embraced training models centered on referrals and built his business through his existing networks—former colleagues, teammates, family, and friends. His approach is simple: be available, be helpful, and build trust before asking for business.

*“I don’t mind giving people pro bono advice. I tell people that I’m always here and whatever they need, I’m here*

*to help them. Whether it be 2 weeks, 2 months, 2 years before you make a move, I am there for my clients.”*

Looking ahead, Nick’s goals are clear and grounded. He aims to sell 50 homes a year without sacrificing time with his family. He’s a devoted husband to his wife, Kara, and father of two young children, Dante and Lina. He values balance as much as ambition. Sports still play a big role in his life—golf, hockey, and lifelong athletic communities continue to shape both his personal and professional worlds.

What ultimately separates Nick Santillo isn’t production—it’s his professionalism and presence. In a business often criticized for inconsistency and image, Nick represents a different model: confidence, high accountability, and service-first leadership. He doesn’t position himself as just a top producer—he positions himself as a professional that clients can trust with the biggest decisions of their lives.



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# Jared SARNEY

## A High-Impact Real Estate Business Built on Local Expertise

BY NICK INGRISANI • PHOTOS BY DANIEL WHITE/DYNAMIC MEDIA SOLUTIONS

Two years after first being recognized as a Rising Star in *Long Island Real Producers*, Jared Sarney's career has come full circle with this cover issue. The milestone reflects not just rapid professional growth, but the evolution of a business built on hands-on leadership and deep knowledge of the communities he serves.

Jared grew up in Plainview, Long Island, and forged strong ties to the community that would later become central to his work. Today, he lives in Dix Hills, one of the primary markets his brokerage now serves.

While his professional achievements are significant, the driving force behind everything he does is deeply personal: his three children—Hadley, nine; Tatum, turning seven; and Maddyn, turning four.

*"My three kids are my life. They are what keeps me going."*

After high school, Jared attended Towson University, where he earned a bachelor's degree in marketing. His career began in the travel industry, where he spent a decade and ultimately worked his way up to owner and president of

the company. During that time, real estate remained a parallel passion that grew and took shape through investing. Starting in 2011, Jared purchased two-family investment properties in Long Beach, gaining firsthand experience as an owner, landlord, and property manager.

That relationship with real estate deepened in 2015, when he purchased his childhood home from his parents and undertook a full renovation and expansion.

*"We built up on it, expanded and renovated the whole thing. In that process,*

*I basically saw that my contractor had no idea what he was doing. I ended up managing the general contractor, so I got my feet wet there. Learning how things should be done and how not to do certain things."*

In 2017, Jared decided to build a home in Dix Hills. Once again, he took over general contracting mid-project, immersing himself in every phase of the process. It was during this build that he discovered a passion for taking something outdated and turning it into something new. He realized that if he wanted to keep doing this work, it needed





to become more than a personal project. It needed to become a business.

In 2020, Jared earned his real estate license initially to support his own investments. But word spread quickly. Friends, family members, and parents of friends began reaching out—not as favors, but because they trusted him. What started as occasional transactions evolved into a full return to sales.

*“It rapidly turned into me loving and getting back into sales. 2022 is when I made the jump to commit to real estate full-time.”*

The growth was swift. Within roughly a year of focusing on residential sales, Jared was recognized as a Rising Star in December 2023 and ranked among the top agents on Long Island. At the time,

he was operating under a boutique brokerage with partners Sam Horowitz and David Cohen. In 2023, the trio made a defining decision: instead of joining a national brand, they would build something of their own.

That leap resulted in the launch of SRG Residential. The partners purchased their building in Syosset and opened their doors in August 2023 with just four agents. Today, SRG has grown to 18 agents, with approximately \$750 million in sales volume through 2025. Jared himself now ranks among the top agents on Long Island out of roughly 28,000 licensed professionals.

*“We started SRG because we wanted to do something different. A lot of big brokerages are run by business people, not real*



*estate agents. We wanted a more boutique, local, expert, hands-on approach. We wanted to offer ourselves to our agents. It’s important that we’re doing what our agents are doing. We’re still working weekends. We’re still top agents in the area. So for a lot of new agents we have, we bring them into the field, and they’re getting real experience. It’s very hands-on.”*

A defining advantage of the firm is Jared’s construction background. During showings, SRG agents can offer immediate, realistic insight into renovation costs and possibilities. It’s an edge that became especially valuable during the competitive COVID-era market.

*“One of the biggest things people appreciate and love*



*is that, as we’re walking through a house, we can tell people what a renovation could realistically cost. In one showing, we’re able to essentially give them the full picture of what’s possible with their budget. There are so many people losing houses because they didn’t know how much something costs. They’d either bid too low and try to get a contractor in, but the house is already gone. We*

*can do all of that on the spot, which is a huge benefit.”*

Equally important is the brokerage’s hyper-local focus. SRG concentrates on the communities it knows best: Plainview, Old Bethpage, Dix Hills, Melville, Woodbury, and Syosset. The firm now ranks as the top office in multiple markets. Jared’s ability to tell the story of a neighborhood,

speaks authentically about community life, and explain what makes each area unique creates trust that can’t be replicated.

*“We pride ourselves on being local. Our focus is on what we know and what we do best. We’re only looking for agents who can do the same thing. Our expansion is centered around local agents knowing everything.”*

Beyond business, Jared is deeply invested in giving back. He serves on the Woodbury/Syosset Chamber of Commerce Board and the Plainview/Old Bethpage Chamber of Commerce, where he is an anchor sponsor for major community events, including Plainview Springfest and the Syosset Street Fair. He also supports Plainview Relay for Life, local youth sports leagues, and school athletic programs—efforts rooted in gratitude

for the communities that shaped him.

*“I like to give back to the communities where I grew up and now do business. These areas mean so much to me. I grew up here, and I’m still here today. So being able to help means a lot to me.”*

Outside of work, Jared enjoys golf and tennis, but his priority remains being present for his children by attending games, school events, milestones, just hanging out and spending time with them, and their favorite.... having sleepovers.

In addition to his Rising Star recognition, Jared has been named to the 40 Under 40 list and regularly invited to participate in Real Producers panels and events. Two years after his initial feature, this cover story reflects not just momentum, but a philosophy grounded in local knowledge, earned expertise, and a clear sense of purpose.



*“We pride ourselves on being local. Our focus is on what we know and what we do best. We’re only looking for agents who can do the same thing.”*



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What an incredible experience at the *Long Island Real Producers Mastermind—From Production to Portfolio*. This gathering was a powerful reflection of the shift so many top agents are making—moving beyond production and into long-term thinking, intentional growth, and building lasting assets that support the lives and businesses they’re creating.

A heartfelt thank you to our amazing sponsors—Inspecticore and The Zabbia Insurance Agency. And our thanks to Frank Urso and Daniel White of Dynamic Media Solutions for beautifully

capturing the day at Leonard’s Palazzo in Great Neck. Your support helped bring this high-level experience to life.

Thank you to Blaise Ingrisano from Inspecticore who served as moderator to our outstanding panel of top-producing agents and industry experts - Laura Carroll/Compass, Irene Rallis/Douglas Elliman, Bart Caferella/Realty Connect USA, Jon-David Lenard/Signature Premier, Chris Boylan/Exit Realty, Robert Lo Pinto and Robert J. Lo Pinto/Silver Spring Capital and Richard Klein/Diamond Law Group. Together, they shared insights on scaling sustainably, designing wealth

beyond transactions, and protecting what we work so hard to build.

Events like this remind us that Real Producers is more than a magazine—it’s a community rooted in relationships, shared experiences, and a commitment to growing together. Thank you to everyone who attended, we’re excited to continue the journey with you.

For information on upcoming *Long Island Real Producers* events, please email [info@longislandrealproducers.com](mailto:info@longislandrealproducers.com)





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