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SEPTEMBER 2026

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Agent Spotlight
**CHRISTY
GILLESPIE-QUINN**

Rising Star
RYAN GOCOO



Partner Spotlight
JEFF DORRANCE
PREMIUM MORTGAGE
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ON THE AGENDA

- 9:00 AM** KEYNOTE: How to Crush Fear & Hit Your Goals
- 10:15 AM** WORKSHOP: How to Convert Your Content Into Cash (with a short break in between)

DETAILS & REGISTRATION COMING SOON

6 • September 2026

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Hello September,

A Season of Gratitude & Grit!

September signals a fresh start, a shift from the easy pace of summer to the focused rhythm of fall. It's a month that asks us to lean into gratitude for what we've accomplished while also fueling us with grit for what's still to come.

In our *Capital Region Real Producers* community, that balance of gratitude and determination is everywhere. We're constantly inspired by the dedication of our agents, the support of our partners, and the sense of purpose that brings this network together. The relationships formed here remind us that success is about more than individual achievements. It's also about encouraging one another, sharing opportunities, and building a stronger community together.

As we welcome a new season, September gives us a chance to reflect on the progress we've made and refocus on where we want to go. With several months still ahead in the year, there is plenty of time to strengthen relationships, pursue new opportunities, and continue making a meaningful impact.

Let's carry this reminder with us: *"Consistency turns vision into victory."*

Here's to a fall filled with focus, gratitude, and forward motion.



Kristin Brindley
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JEFF DORRANCE

PREMIUM MORTGAGE CORPORATION

BY AMELIA ROSEWOOD
PHOTO BY MICHAEL GALLITELLI



Jeff Dorrance has spent a lifetime in the business of helping people move forward. Sometimes that means guiding a first-time buyer through a whirlwind of emotions. Sometimes it means talking to a Realtor through a tight timeline. And sometimes it means being the steady voice on the other end of the phone when a client hears “not right now” and needs a plan, not a dead end.



Jeff is a Capital Region local through and through, a lifelong resident of Green Island, and he wears that proudly. “Support local” is not just something he says. It is how he lives. After 30 years in banking and lending, Jeff brought his experience to Premium Mortgage Corporation, where he has served as a loan officer for eight years. His approach is simple and consistent: put people first, stay available, and find a way to move the deal forward whenever possible.

“My job is to partner with them to help our mutual clients obtain homeownership,” he explains, emphasizing that the work is always about collaboration. When the lender-agent relationship is strong, the client feels it at every step.

From Part-Time Teller to Trusted Guide

Jeff’s real estate lending story started early. He took a part-time teller job while in college and never left the industry. He calls it “growing up” in banking, and over the decades, he moved through a wide range of roles, including branch leadership, commercial lending, and residential lending.

Outside of lending, Jeff’s resume includes an unexpected chapter that speaks to his comfort with people and life’s biggest moments. He served as a Judge in the Town of Green Island for more than 13 years and has officiated over 400 weddings across 20-plus years. Add in over 30 years working for Franklin Hospitality as a server and

bartender, and you get a clear picture of who Jeff is at his core: a people person with a steady presence, a good sense of humor, and a genuine ability to connect.

That connection matters in mortgages because buying a home is rarely just a financial decision. It is emotional, personal, and sometimes overwhelming. Jeff remembers the feeling himself. “Even though I had been in the business,” he notes, “the range of emotions that came with it” still hit when he financed his own home. That memory shapes how he speaks to clients now, using plain language instead of acronyms and ensuring borrowers feel informed, not confused.

A Mortgage Company Built to Say “Yes If”

Premium Mortgage Corporation is a veteran-owned company with about 240 employees, and the team recently celebrated its 25th anniversary. Premium’s corporate headquarters is in Rochester, while Jeff’s office is in Latham. Unlike institutions that treat mortgages as one small piece of a larger menu, Premium is a mortgage company. They do residential mortgages, and Jeff believes that focus makes a difference.

What sets Premium apart, Jeff shares, is the mindset. “We don’t like to tell anyone no,” he says. “We like to say ‘yes if.’” That philosophy matters most in the



challenging moments when a borrower isn’t quite ready today but could be with the right game plan. Jeff calls it one of the hardest parts of his work, not being able to help someone cross the finish line immediately. Still, he finds purpose in helping clients map out the steps toward a future, yes.

The Support System That Keeps Deals Moving

Jeff is quick to credit the team around him, especially the people who help steer the process behind the scenes. He points to Premium’s support staff as a major strength and gives special recognition to his processor, Courtney. “She truly helps steer the ship for clients,” he shares, and that partnership makes the experience smoother for everyone involved.

Over the years, Jeff has seen major shifts in the mortgage industry, from the paperwork-heavy days of bank branches to the modern world of evolving regulations and fast-moving technology. He remembers when a mortgage application might have



required just a handful of forms and a trip to the main office. Today, tools and technology have helped speed up the process, but the need for strong communication has not changed.

Programs That Help Agents Win

Jeff also brings tangible tools that help agents stand out in competitive situations. Premium offers programs like Cash Guarantee and Seller Guarantee, along with tools such as the Quick Qual app. Jeff views these as part of the overall partnership model. When the lender and the agent are aligned, they can help each other grow.

One offering Jeff believes agents should ask about is Premium’s Seller Guarantee tied to preapprovals. Premium will issue a seller guarantee of \$20,000, which is up to 4% of the purchase price, on their preapprovals. The promise is simple: Premium will deliver a solid commitment within 30 days of an accepted offer, or they pay the seller for the time lost. Jeff notes that it is rare

to see a lender put real money behind a preapproval, and he views it as a meaningful advantage for agents who want to strengthen their offers.

Rooted in the Capital Region

Jeff’s work is deeply tied to his community. He comes from a big family with five siblings, and he speaks with love and honesty about the people who shaped him. He lost his mom suddenly shortly after he turned 23, and he credits her example of putting family first as something that helped mold him. Jeff also remembers his dad as a hardworking man, especially skilled in home projects, the kind of knowledge Jeff wishes he had paid closer attention to, especially with all his recent renovations. His older brother Scott passed away just over six years ago due to complications from Type 1 diabetes, and Jeff calls him “the strongest person I ever knew and my hero.”

Those experiences gave Jeff a deeper empathy for life’s hard seasons and a

strong sense of what matters. When he says he puts people first, it is not a slogan. It is personal.

In his free time, Jeff is a huge sports fan and loves attending live events, especially Siena basketball. He has also checked off some bucket-list experiences, including attending the Super Bowl four years ago when his Rams played in their own stadium and won. Add live music, local venues, and time spent being sociable in the community, and it is clear that Jeff does not just work here. He belongs here.

Looking Ahead

When Jeff talks about the future, his goals are grounded and sincere. He wants to keep doing what he is doing, helping grow the Premium brand in the Capital Region and beyond. He also wants to keep supporting agents and borrowers with the same mindset he has always carried: be available, listen closely, and do everything possible to get people to the closing table.

“

My job is to partner with them to help our mutual clients obtain homeownership.”



“No matter the size and/or complexity of the deal, I put both realtors and clients first to help them get to the closing table,” Jeff explains. That is the standard he lives by, and it is why so many in the real estate community continue to trust him. ▀

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CHRISTY GILLESPIE-QUINN

**PASSION,
PERSISTENCE,
AND A
PERSONAL
TOUCH**

BY AMELIA ROSEWOOD
PHOTOS COURTESY OF ELIZABETH HAYES

“You win some, you lose some.”

It is a simple phrase, but for Christy Gillespie-Quinn, it captures the mindset that has carried her through nearly a decade in real estate.

As an Associate Real Estate Broker with Country Boy Realty in Cobleskill, New York, Christy has built her business on resilience, relationships, and an unwavering dedication to her clients. Passionate, competitive, talkative, and friendly, she thrives on connection and conversation. For Christy, real estate has always been about people first.

Since launching her career in 2015, that commitment has helped her build a thriving business grounded in trust, persistence, and a deeply personal approach to every transaction.

Small-Town Roots, Big Work Ethic

Christy grew up in the Southern Tier of upstate New York, in the Horseheads and Elmira area. She also spent summers in the Finger Lakes and enjoyed time with close friends, experiences that gave her an early appreciation for the communities and natural beauty of upstate New York.

Her path to real estate included a variety of experiences centered around people and service. Christy earned an associate degree in travel and tourism, studied early childhood education, obtained a cosmetology license, and eventually earned her Associate Real Estate Broker designation.





Christy and Kenan on their 16-acre property in Summit, NY, a favorite place to take in the fresh air, peaceful surroundings, and amazing views.

Before entering real estate, she worked as a hotel front desk clerk, handled customer service for a textile plant, assisted in early childhood education, and devoted several years to raising her children as a stay-at-home mom. Each role strengthened the communication, multitasking, and problem-solving skills she now relies on in her career.

“My professional careers were all very people-centered and customer service-related,” Christy says. “They taught me how to multitask, communicate with patience, and work under pressure.”

When her youngest child began school, Christy knew she was ready to build a career again. After speaking with a friend connected to Country Boy Realty, she enrolled at the Manfred Real Estate Learning Center and began pursuing her license.

Within two years, she earned her Associate Broker designation and began building momentum. Christy also credits her broker,

Matthew Loder, as an important mentor. She values their regular conversations about market conditions and enjoys collaborating with him to find thoughtful solutions for clients and challenging situations.

Today, she closes around 56 transactions annually and has ranked in the top ten percent of the Women’s Council of REALTORS® every year since 2016.

Marketing With Creativity
Christy’s approach to marketing reflects both her creativity and her commitment to giving each listing meaningful exposure. She works closely with real estate photographer Elizabeth Hayes of Hand & Frame Creative, LLC, creating listing videos that showcase properties while strengthening Christy’s presence across social media and beyond.

Her personal brand has also become part of the way she shares her work and everyday experiences. She often uses the hashtag #christyrealestatelife



Christy and Kenan enjoying time with Ollie.

alongside Country Boy Realty, a phrase also reflected in her REALIFE1 license plate.

A Business Built on Family Support
Although Christy operates as a solo agent, she often says her business is truly a family effort.



Christy with son Kenan, 16, a high school junior who already has his sights set on a career in real estate when he turns 18.

“STAY FOCUSED, SHOW UP EVERY DAY, AND MAKE THE CALLS.”



Her husband, Dan, is her sounding board and one of her biggest supporters. With years of management experience, he frequently offers creative marketing ideas and practical advice.

Christy’s two daughters each bring something meaningful to her life. Taylor shares her love for homes and trusted Christy to help her purchase her first property, while Abi helps keep Christy balanced by reminding her that life extends beyond real estate.

And her son, Kenan, often accompanies Christy to appointments and enjoys interacting with her clients. One of her dreams is to eventually sell real estate alongside him.

Her father also plays an active role by accompanying Christy as she travels through rural areas and occasionally taking photos for her personal social media content. Their time on the road gives them a chance to connect, and his presence helps her feel safe when work takes her along backroads and across rough terrain. Her sister also steps in when needed, helping stage, paint, or prepare properties for the market.

“My family supports me in so many ways,” Christy says. “I truly couldn’t do this without them.”

At home, Christy is greeted by Ollie, a lovable goldendoodle, and Sully, a cat she inherited from a seller who moved out of state.

Because real estate is often a 24/7 profession, Christy has learned to find adventure in the work itself. Long drives and out-of-town closings sometimes become opportunities to explore somewhere new, enjoy a great meal, or make a memory with someone she cares about. It is one of the ways she keeps the demanding pace enjoyable, helping her maintain the energy and stamina she brings to her clients every day.

Creativity and Community
Outside of real estate, Christy enjoys photography, traveling, shopping, and spending time with family and friends.

Each year, Country Boy Realty distributes a calendar featuring photos Christy has captured throughout the region. She often travels around the county searching for barns and properties with beautiful quilt patterns to photograph for the project.



Christy is also becoming more involved with Cobleskill Partnership, Inc. After helping with its Art in Action festival, she will begin serving on the organization’s board of directors in August.

Looking Toward the Future
Looking ahead, Christy plans to continue serving her clients while steadily growing her business. One of her greatest dreams is to one day work alongside her son, building on the foundation she has created over the past decade.

More than anything, she remains grateful for the people who have supported her journey.

“Much of what I’ve accomplished is thanks to the incredible support of my family and my broker, colleagues, and staff at Country Boy Realty,” she

says. “I’m thankful for them every day.”

For agents looking to grow in the industry, Christy keeps her advice simple and direct.

“Stay focused, show up every day, and make the calls.”

At the heart of Christy’s work is a genuine passion for the people she serves. She approaches each challenge with determination, exhausting every possible option when an obstacle stands in the way. The work is personal to her, and some of the most meaningful moments have come through tears of happiness shared with clients after helping them reach a goal they once wondered was possible. She knows every transaction is different, but whenever she can, she puts her heart into helping people find their way forward. ■

RYAN GOCOOL



Quiet Drive, Sharp Instincts

BY LARRA ROQUE • PHOTOS BY MICHAEL GALLITELLI

Ryan Gocool has never needed to be the loudest person in the room to be competitive.

By nature, he is reserved. He listens, watches, thinks things through, and then moves with purpose. That mindset has followed him from his earliest real estate experiences to the career he is building today with Miranda Real Estate Group, Inc.

What makes Ryan's story different is that he did not enter real estate looking for a completely new direction. He already knew the business. He had seen the good investments, the complicated ones, the lessons that cost money, and the realities that rarely make it into polished success stories.

By the time he became a real estate agent, he was not starting from zero. He was simply stepping into a new side of an industry that had already shaped much of his life.

Learning Through Experience

Originally from Bloomfield, New Jersey, Ryan grew up in a family deeply involved in real estate investing. His parents purchased and managed multiunit properties across multiple states, flipped homes, wholesaled properties, and rehabilitated distressed houses to create rentals for underserved communities.

Ryan grew up in that world.

Instead of learning real estate through a textbook,





“I look at every opportunity a buyer and seller has from the lens of an investor who’s been burned his fair share.”

he learned by watching projects unfold in real time. He saw what happened when renovations went smoothly and when they didn’t. He interacted with tenants, contractors, and investors while learning how much work goes into every property.

Those experiences also changed him personally.

Ryan has always considered himself reserved, but managing properties and working with different personalities forced him to become more direct. Over time, he became more comfortable making decisions, solving problems, and staying focused on the end goal. The result is a personality that blends quiet observation with ambition and a strong competitive streak.

Finding the Part He Loved

Getting his real estate license was initially practical.

Ryan believed becoming licensed would simply make things easier for the family’s investment business. Instead of depending on someone else for that part of a transaction, they could handle more of the process themselves. Then Ryan began working with buyers and sellers. That changed everything.

The business’s competition appealed to him almost immediately, but what kept him interested was the people behind the transactions. He discovered that helping someone buy or sell a home required many of the same skills he had developed

as an investor: evaluating opportunities, spotting potential problems, staying composed, and knowing when to move forward.

Real estate became more than a tool for investing. It became a career he wanted to grow.

Ryan’s investment background is now one of the biggest influences on the way he serves clients.

He does not look at a property only through the excitement of buying or selling. He considers the bigger picture, including the risks, the potential, and what could happen after the transaction closes.

“I look at every opportunity a buyer and seller has from the lens of an investor who’s been burned his fair share,” Ryan explains.

Those past experiences have made him more thoughtful in his guidance. He understands that not every opportunity is automatically a good one, and he is willing to be direct when a client needs a realistic perspective.



At the same time, he enjoys helping people recognize opportunities they may have assumed were out of reach.

For Ryan, one of the most fulfilling moments in the business is helping a family realize homeownership is possible when they previously believed they did not have a chance.

That is where competition and purpose intersect for him. He wants to perform at a high level, but he also wants the result to matter.

Proof of Early Momentum

Ryan’s first years as a real estate agent have already brought meaningful recognition.

In 2024, his first year in the business, Miranda Real Estate Group named him Rookie of the Year. He has since been recognized among Real Producers’ 40 Under 40 and included in the Top 600.

Last year, Ryan completed approximately \$4 million in sales volume. This year, he is aiming for between \$6 million and \$7 million.

While those milestones reinforce that he is moving in the right direction, Ryan is not interested in standing still. The same competitiveness that drew him into the business continues to push him toward the next level.

The Person Behind the Numbers

When Ryan is not working, his life is intentionally simple.

He enjoys fishing, cookouts with family and friends,



going to the gym, playing guitar, and watching movies. He also spends plenty of time with Shrek, his five-year-old Bull Mastiff, whose name alone tends to make him memorable.

Ryan may be reserved, but his loyalty to the people in his circle runs deep. Those close relationships, along with the hobbies that help him reset, balance the competitive nature he brings to work.

He is also preparing to start his first coat drive for winter 2026, focused on collecting coats for children. It is a new effort, but one that reflects his desire to make his work and connections useful beyond individual transactions.

If real estate had not become his path, Ryan admits he might have ended up in some type of sales role anyway. Then again, as he puts it, he might have been “extremely lost.” Real estate simply fits.

Betting on Action

Over the next five to ten years, Ryan wants to continue adding properties to his investment portfolio and expanding into additional states. He sees ownership as a long-term goal, not a finish line, and plans to keep growing both sides of his career.

His mindset is captured in one piece of advice he offers to other agents: “Just try.”

New ideas do not need to be perfect before someone acts on them. Ryan believes the willingness to move is often what separates the people building something from the people only thinking about it.

His favorite quote echoes that same mentality: “It always seems impossible until it’s done.”

For Ryan, that is more than a motivational phrase. It is a reminder that progress often begins quietly, with one decision to act. ▀



Emily Dessingue

BY LAURA REESE
PHOTOS BY MICHAEL GALLITELLI

A POSITIVE FORCE

Emily Dessingue has never been interested in taking shortcuts. She has built her success through effort, consistency, and a genuine desire to serve others well. Empathetic, driven, and quick-witted, she brings both determination and warmth to her work as a solo agent with Berkshire Hathaway HomeServices Blake, Realtors.

Emily is serious about becoming one of the best in her industry, but she is equally intentional about how she gets there. She wants to earn every accomplishment, treat people right, and encourage those around her along the way.

“I’m a force to be reckoned with, but a positive force,” she says. “I want to be the best I can be in this industry, but I want to earn it, do it the right way, and lift others up around me.”

Built Through Hard Work

Born and raised in Cohoes, Emily learned early that meaningful accomplishments require effort.



Nothing was simply handed to her, and that experience helped shape her strong work ethic, independence, and confidence in her own abilities.

She attended the Massachusetts College of Liberal Arts, where she earned a bachelor’s degree in English Communications. Her education strengthened her ability in media, marketing, and interpersonal relations—skills that continue to serve her business every day.

Before entering real estate, Emily worked in sales and business development. Those roles taught her how to connect with people, identify their needs, and guide conversations toward practical solutions. They also helped her recognize that successful sales are not about applying pressure. They are about building trust.

Although her background prepared her well for real estate, becoming a REALTOR® was not initially part of Emily’s plan.

Her husband, Steven, was the first to encourage her to consider residential real estate. He believed her personality, determination, and professional experience would make it a natural fit. Emily was hesitant at first, but she eventually decided to explore the opportunity.

She began her real estate career in December 2019 and quickly discovered Steven was right.

“I decided to give it a try, and I loved it almost immediately,” she says.

Finding the Right Fit

Real estate gave Emily something she had always wanted: the opportunity to work for herself while helping people through one of the most significant decisions of their lives.

The profession appealed to her entrepreneurial spirit and gave her the freedom to determine the direction and scale of her business. More importantly, it allowed her to build a career around service, relationships, and personal accountability.

“I love that what you put into your work is what you get out of it,” Emily says. “If you work hard and do right by your clients, it always pays off in the long run.”

Emily has developed an approach that combines professional guidance with patience and respect. Although she has years of sales experience, clients do not see her as overly aggressive or “salesy.” Instead, she aims to make information accessible so people can move forward with confidence.

She shares her market knowledge, explains the realities of each situation, and offers honest advice without making clients feel rushed. “I tell my clients, I tell you what you need to hear, not just what you want to hear.” Emily understands that her role is not to make decisions for people. It is to give them the tools and support they need to make the right decisions for themselves.

That low-pressure approach has helped Emily create lasting relationships with clients who appreciate her responsiveness, compassion, and straightforward communication. Whether someone is buying their first home, preparing to sell, or navigating a complicated transition, she wants them to feel heard throughout the process.

Earning Her Success

Emily’s commitment to steady growth has produced meaningful results. In 2025, she closed more than \$10.6 million in sales volume across 31.5 units.



That year, she was named the number one individual residential agent at Berkshire Hathaway HomeServices Blake, Realtors.

The recognition was a meaningful reflection of the work she had invested in her business, but Emily

remains focused on continued improvement rather than resting on past accomplishments.

As of writing, she had already closed more than \$10.3 million across 29 units, with an additional \$2 million and 5 units pending. The numbers demonstrate her momentum, but they do not define the way she measures success.

For Emily, growth also lies in becoming more knowledgeable, improving her systems, and learning to serve each client more effectively than before.

Her advice to aspiring top producers reflects that mindset.

“Work hard and focus on being one percent better every day,” she says. “It’s easy to get caught up in other people’s success, but that becomes a distraction. Keep learning, keep challenging yourself, and keep pushing yourself.”

A Life Filled With Movement

Outside of work, Emily’s life centers on her husband, Steven, and their one-eyed French bulldog, Chewy. She and Steven consider each other their biggest



always on the clock, so make sure to invest time in yourself.”

Emily also has a lifelong love of dancing. She danced in college and still finds it difficult to sit still when music from the 1990s or early 2000s starts playing. Friends and family know this playful side of her, even if clients may not expect it at first.

Her desire to help others grow extends beyond real estate. Emily serves as a mentor through the Capital Region Chamber Young Professionals Network Mentorship Program, where she encourages emerging professionals as they build confidence and navigate their careers.

Choosing to Be Herself

One of Emily’s most important lessons came from her mother, who taught her at a young age that not everyone will like her, so she might as well be herself.

That wisdom has remained with Emily throughout her personal and professional journey. Rather than trying to match someone else’s personality or definition of success, she has built a business that reflects who she truly is.

She is ambitious without losing her empathy, confident without exerting pressure, and competitive without viewing others’ success as a threat. Her focus remains on working hard, treating people well, and continuing to grow.

Emily’s story is still being written, but its foundation is already clear. She is building success through consistency, authenticity, and the belief that ambition can create a positive impact.

She is indeed a force to be reckoned with, and she is determined to make that force a positive one. 📌

supporters, always encouraging one another to grow and pursue new possibilities.

“We’re all about elevating one another and pushing each other to be the best we can be,” she says.

Emily enjoys traveling both nationally and internationally, attending concerts, kayaking, and trying new experiences. She also values time spent getting cocktails with her girlfriends or spending time with her family.

Those moments help her recharge in an industry where agents can easily feel as though they are always on call.

“You definitely need to make time for yourself and do things that make you feel fulfilled and happy,” she says. “In real estate, we’re

“
IT MADE ME
REALIZE I
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