

# Citi agents get pat on back

Is there a surefire formula for success in the real estate industry or is it simply the right connections, luck, and timing? This was the focus of the panel discussion that took place at a reception to honor the top twenty-five Citi Habitats Brokers held at the Hotel Gansevoot in the Meatpacking District.

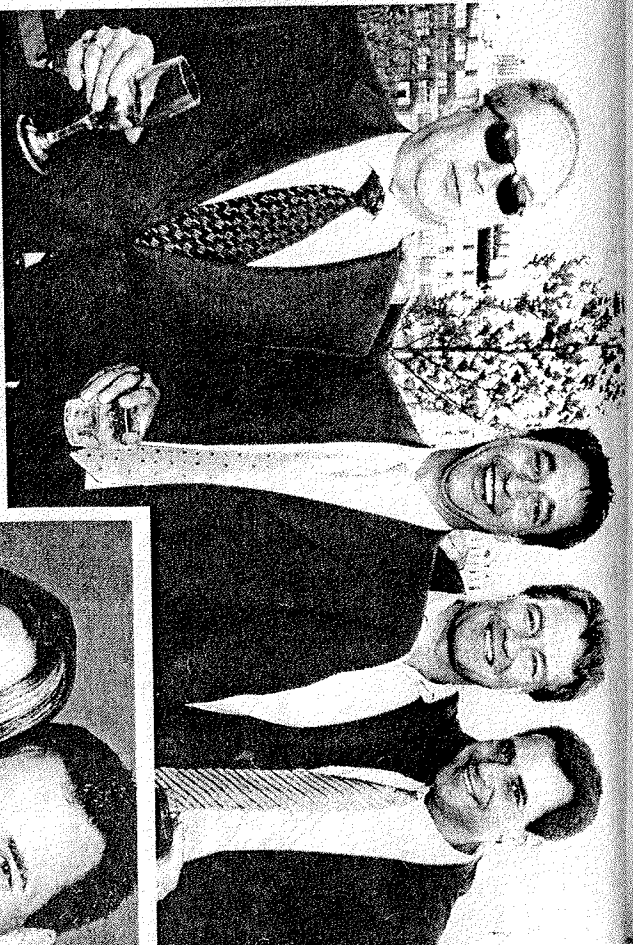
According to Citi Habitats COO Gary Malin, it's no accident that these twenty-five agents were the company's top producers in both sales and rentals in Manhattan's highly competitive real estate market. "We are honoring you for the extraordinary work that you have done over the past year," said Malin addressing the group. "You are the reason why we are the number one rental brokerage in Manhattan and our sales figures have doubled each year over the last four years."

Corcoran Group President and CEO Pamela Liebman also addressed the brokers. "I am thrilled at the amount of hard work that you have all put into your business," said Liebman. "I know that you are going

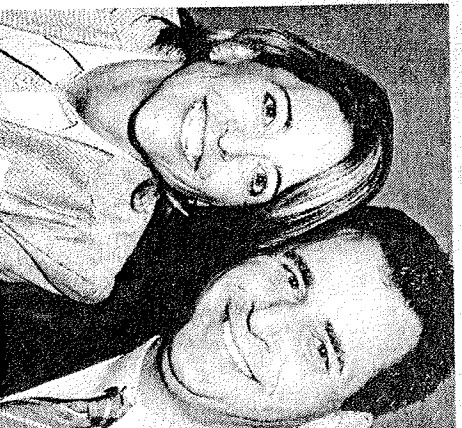
to serve as an inspiration to other agents in this company."

Jimmy Corsi, a team builder and executive coach, served as the moderator and invited each agent to share one personal tip that made them successful. Tips included being knowledgeable about the product, having a positive attitude, not being interested solely in money but also in your client's happiness, gaining the client's trust, being tenacious, keeping clients informed, listening more than talking, and treating each client exactly the same whether they are looking for a million dollar apartment or a \$1500 rental.

After the discussion, guests mingled on the rooftop of the Hotel Gansevoot for cocktails and hors d'oeuvres. Agents received gift bags containing two books: "From Good to Great" by Jim Collins and "Winning" by Jack Welch. Agents also received one year subscriptions to two magazines, *Entrepreneur* and *Bottom Line Personal*, as well as a \$200 B.R. Guest Restaurant gift card.



The following agents were honored: Ali Dogan, Arlene Sommer, Candace Medina, Carla Kupiec, Colleen Dwinell, Danny Davis, Danny Moyal, Deacon Hoy, Dina Cohen, Eddie Siso, Jason Barrocas, John Maher, Johnny Lal, Julie Rose, Karen Cohen, Karen Shenker Lucie Holt, Michael Siso, Nathaniel Faust, Paul Anand, Olivia Illouz, Robin Schneiderman, Roy Silber, Tracie Hamersley, and Wendy Jodel. ■



Above and inset, Liebman helms the Citi Habitats agents celebrate

## Dwelling Quest nominates its REBONY Rookie of the Year

Dwelling Quest announced that it has nominated real estate agent, Stefani Pace, 27, for REBONY's Most Promising Rookie of the Year award.

Every year REBONY recognizes current and potential professional achievement as well as "high moral character and ethical professional behavior." This prize will be presented October 20, 2005 at their

"Deal of the Year Awards and Charity Gala."

Permitted to only nominate one agent from his company for this award, Daren Hornig, president and CEO of The Quest Group LLC, Dwelling Quest's parent company, chose Stefani Pace quite simply because she "gets it."

"Being an avid baseball fan, I took

a very close look at what makes a 'Rookie of the Year', and some of the recipients of the original award. Cal Ripkin Jr. and Derek Jeter are two recipients that have demonstrated what heart, dedication, drive and skill can accomplish. They too 'got it' and not so coincidentally, have both fostered a career that began with raw talent and commit-

ment to greatness. I believe our nominee possesses those same attributes and more," says Daren W Hornig.

As a rental agent, Pace has consistently been one of Dwelling Quest's top producers every month. She has also earned a place in its President Club, a prestigious club for only on top-tier agents. ■