

GREEN PASTURES

The Monthly Internal Newsletter of Massey Knakal Realty Services



“A life without love is like a year without summer.”
~Swedish Proverb

CONTEST!

Because we had so much fun recently with the Green Pastures Photo Contest, in which 1/4 of the company submitted a photo from their childhood, Massey Knakal thought it might be fun to have another contest. Any new ideas? Email Kari Neering at kneering@masseyknakal.com. For those of you who forgot who the winner of that last contest was? Who could forget this face, Mr. Jonathan Hageman.



He's Moving Markets.....

Future Massey Knakal Broker Marc Lala takes a cue from Dad and prepares to make cold calls.

MASSEY KNAKAL ANNOUNCEMENTS/ REMINDERS

- If you haven't already submitted your **new headshot** picture to **Kari**, please do so immediately. You're already late! To the **Associates** - although your photos will not go up on the new Web site you'll still need them for your marketing books.
- There are **no Monday morning sales meetings** in July or August, FYI.
- **Territory article submissions** have still been few and far between lately, forcing Kari to turn down some good opportunities for exposure. If you've already started one and gave up, have a great idea you need to get on paper or just don't know where to start, call her! Writing an article is a great idea no matter which way you look at it.
- Now that summer is upon us please remember to notify **Jasmine** and **Gia** when your **Intern** leaves the company. As they do when an **Intern** begins, they need to be sure to process accordingly when they depart.
- Massey Knakal's Annual Picnic will be held on **Thursday, June 19** from 4:30 to 9:00 p.m. at the **Larchmont Yacht Club** in Westchester County. In celebration of so many new additions to Massey Knakal's extended family, this year's picnic will include fun filled activities for children. Bus details will be emailed soon.



MONTHLY INTERVIEW - THOMAS GAMMINO

Director of Sales, Manhattan, Upper East Side (76th to 86th Streets)



Prior to working as a broker you were a real estate attorney. What prompted the transition?

I was always resentful of the checks that I had to cut from my escrow account for brokers, then a friend recommended that I talk to his friend Jim Ventura, who was managing a brokerage company. The rest is history.

You're a triathlon competitor. What's your approach to ensure you cross the finish line?

To enter races that my wife is competing in and try to catch her.

We also hear you know a little bit about the bar business. What's the draw to investing?

In my 20s, it was to meet girls and make some money. In my 30s, it was to make money and meet some girls.

You recently welcomed your first born child, Samantha. What surprises you most about her?

The power that she has over my father.

Most people in NYC have roommates, that's just the way it is. Rumor has it you had roommates longer than most guys.

True. I lived in a 5 bedroom apartment for 11 years. When I first met Nicole (my now-wife) I told her that I lived with my cousin, which was true, but neglected to mention the other three roommates for fear of scaring her off - which she constantly reminds me of.

What's the best vacation you've ever taken?

That's easy. I took a seven month solo trip around the world when I was 23. Highlights included diving on the Great Barrier Reef, trekking in the Himalayas and running with the bulls. Lowlights included a 44-hour bus trip from Cannes to Sydney, getting bit on the butt by a mangy dog in Kathmandu and picking up a parasite while trekking.

You're originally from Rhode Island. Ever see yourself returning?

Every summer. My wife and I bought some land on the water in Narragansett last September, which had four clam shacks occupied by tenants that weren't paying rent. The property also featured an illegal dock and an alligator one of the tenants kept in his shack. The property is now vacant and we look forward to building our dream home there someday.

What is the one rule you stick to when it comes to handling your clients?

To try to get to the point where I can talk to them like friends.

You're consistently near the top of the outgoing call list. How do you keep it up?

I've consistently made morning calls for years as a broker and found that is where I've gotten my best leads from. I know I've had an especially good week when I outdial Shimon.

I hear you have a very hard working associate. Would you consider giving him a raise?

I think that Cameron is the best associate at MK and I am constantly trying to think of ways to put more money in his pocket and mine by incentivising him to bring in business. To date it hasn't worked. I am open to suggestions. Cameron?

*Which employee would you like to see interviewed in the next issue of Green Pastures?
Email Kari Neering at kneering@masseyknakal.com no later than June 15. I'll never tell it was you.*

Kevin Clark - 6/5 (2)
Matt Giordano - 6/5 (2)
Brian Hanson - 6/5 (2)
Rubin Isakharov - 6/5 (2)
Kari Neering - 6/7 (4)
Christy Moyle - 6/15 (18)
James Nelson - 6/15 (10)
Peter Schubert - 6/23 (5)

ANNIVERSARIES

BIRTHDAYS

Cory Rosenthal - 6/9	Brian Leary - 6/13	Shimon Shkury - 6/25
Shannon Krause - 6/9	Michael Annunziata - 6/13	Meyrick Ferguson - 6/30
Eric Greenfield - 6/11	Karl Brumback - 6/13	
Nalini Chugh - 6/11	Jessica Paindiris - 6/16	
Mack Tham - 6/11	Shannon Ryan - 6/18	
Joshua Rubin - 6/11	Ilya Bratman - 6/21	
Jimmy Ng - 6/12	Miguelangel Burdier - 6/22	

Please submit your opinion or perspective regarding any issue related to maximizing the company's best interests (100-125 words) to Kari Neering, Director of Public Relations, at 212-660-7735 or kneering@masseyknakal.com.