

Maestro Program Graduates Two Top Realtors

Laffey Real Estate Embraces Program Focused on Leadership Mastery

GREENVALE, NEW YORK, UNITED STATES, December 27, 2016 /EINPresswire.com/ -- [Laffey Real Estate](#) recognizes [Julian Armas](#) and [Donnamarie Chaimanis](#) as 2016 graduates of prestigious MAESTRO Leadership Certification Program.

Leading Real Estate Companies of the World (LeadingRE) launched the pilot one year ago in the style of an executive MBA course. The six-month leadership training course is for real estate managers to develop talented and highly effective real estate leaders within their own markets. LeadingRE created MAESTRO to develop and enhance the leadership and coaching skills of managers within LeadingRE brokerages to further equip them to take their agents and offices to even higher performance levels with increased confidence and proven methodology.



Julian Armas/Branch Manager

Julian Armas and Donnamarie Chaimanis, along with 30 other real estate sales managers from top brokerages around the country, graduated from the critically acclaimed program. Based on proprietary and validated research conducted by LeadingRE with 300 sales managers, the rigorous MAESTRO program encompasses three pillars of great office leadership, as determined by the research. It is the first program of its kind in the industry, with the goal of using science and art to establish and practice leadership mastery.

Open only to members of LeadingRE, the program has been designed by a lead faculty comprised of Mike Staver of The Staver Group and practicing real estate leaders Rosey Koberlein, CEO of Long Realty, and Phyllis Brookshire, president of Allen Tate Realtors, along with a number of other subject matter experts from within the industry and beyond it.

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Julian Armas/Branch Manager

Participants, who applied to be accepted into the program, attended three live sessions held at LeadingRE's Chicago headquarters that included lectures and interactive workshops incorporating

'real life' exercises, case studies and group activities. Ongoing support from staff and fellow participants ensures continued engagement and measurable results from the program.

Julian Armas, Branch Manager, has a history of embracing professional enrichment. A two time Floyd Wickman Team Leader, Julian's fifteen years in real estate have shown him that in order to stay relevant you have to continue to learn. "By creating a leadership platform for branch and sales managers, LeadingRE has raised the bar for its member brokerages," offered Armas when asked about the merits of the program. The Maestro program is one-of-a-kind, highly effective curriculum that can be applied to produce tangible results."



Donnamarie Chaimanis/Regional VP Luxury Division

Donnamarie Chaimanis, Regional VP Luxury Division, used the opportunity to enhance her leadership skill sets. With just over a decade in residential real estate, Donnamarie recognized how the MAESTRO program could impact the way she conducted business in the future. "Great leaders learn from awesome mentors who have a true commitment to success," explained Chaimanis. "Maestro raises the bar through enhancements and a sales development program of leaders. Rethinking your audience commands a great Maestro. I am honored to have been selected to join an amazing group of leaders from all over the country."

"We are delighted to have such an accomplished group of professionals graduate from our MAESTRO Leadership program," said LeadingRE President/CEO Pam O'Connor. "Their commitment to enhancing their leadership and coaching skills so they can take their agents and offices to even higher performance levels is commendable, and we congratulate them on this achievement."

Both Armas and Chaimanis were among a prestigious group of participants from 14 states, as well as Mexico. Graduation took place on the past day of the Program with each participant being recognized individually for their commitment and accomplishment of the program. Program graduates will be acknowledged at the upcoming Leading Real Estate Companies of the World® (LeadingRE) Sales Manager SUMMIT taking place March 3-5 at the Fountainebleau Miami Beach, Florida.

About Laffey Real Estate

Laffey Real Estate is one of the largest privately held independent family-owned residential real estate firms on Long Island with a network of over 400 agents in 13 offices throughout Nassau, Western Suffolk and Queens Counties. Their global partnership with Leading Real Estate Companies of the World and Luxury Portfolio, extends their reach to more than 50 countries worldwide. The firm is a full-service provider offering expertise in sales, rentals, relocation, mortgage, developments and title insurance to the marketplace. The cutting-edge technology supporting field agents, premium brand identity and industry-leading tools embody best in class standards. Consumers trust in the Laffey Real Estate name to provide tools and resources that help navigate the process of buying and selling

residential real estate in any economic environment. Consistently ranked in the top 10% of the brokers locally and as a Top 500 Broker in the US based on the 2015 Real Trends reports, Laffey Real Estate has an exceptional

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