

# Laffey Real Estate Promotes Four

## *Brokerage Adds To Career Leadership Program*

GREENVALE, NY, UNITED STATES, January 31, 2018 /EINPresswire.com/ -- [Laffey Real Estate](#), a leader in agent-based training and [career](#) enhancement, has announced the newest Career Leaders into the program. Mentored by senior staff, the goal is to transition select Licensed Real Estate Professionals into managerial roles.

The newest group of Career Leaders are: Alexandra Abbott, Licensed Real Estate Salesperson/Greenvale, Deow Gangaram, Licensed Associate Broker/Jackson Heights, Justin Moundas, Licensed Real Estate Salesperson /Greenvale and Linda Ragione, Licensed Real Estate Salesperson/Port Washington.

The program focuses on developing sales skills, public speaking, office administration and service. Mentors, in the form of Branch Managers, and mentees are matched based on various factors and will be immersed into their new roles throughout the yearlong program.



Laffey Real Estate Career Leaders Linda Ragione, Deow Gangaram, Justin Moundas, Alexandra Abbott

“Leadership is not a title or role. It’s about being influential and responsible”, explains Mark T. Laffey/ Principal Broker Owner. “Leadership is the ability to have a direct impact on the growth and development of those under your guidance.” This is most evident in professional growth experienced by the first group of Career Leaders, two of which have been promoted to Branch Manager roles.

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*Mark T. Laffey, Principal*

The program is facilitated through real time activities focused on leadership skills, driving sales and profit, presentation standards and branch operations. Their mentors serve as coach, training coordinator and supervisor, providing ongoing guidance the program.

Career Leaders are tasked with individualizing agent and staff strengths to maximize performance. They possess the ability to leverage external data and the firm’s statistical research to provide

comprehensive understanding of a diverse and wide ranging customer network. By the nature of the program, this construct will strengthen the collaborative nature of manager and agent with innovative thinking and strategic planning.

An experienced and career motivated Laffey Realtor can work with leads, make appointments with buyer and sellers, generate market analytics, negotiate deals and market within their professional networks. This program is designed to develop future leaders in the firm and not just independently successful real estate agents. The firm is pleased to recognize this new class of Career Leaders and looks forward to their growing success.

#### 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 almost 500 agents in 13 offices throughout Nassau, Western Suffolk and Queens Counties. Their global partnership with Leading Real Estate Companies of the World®, Luxury Portfolio® and Who's Who In Luxury Real Estate® extends their reach to more than 50 countries worldwide. The firm is a full-service provider offering expertise in sales, rentals, relocation, mortgage, new development marketing, mortgage 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 2016 Real Trends reports, Laffey Real Estate has an exceptional record of success.

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