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Q. When did you get into real estate in the Hamptons?

A. Two decades ago I left the textile business in NYC to work at Allan Schneider Associates later bought by Corcoran. Essentially I've been at the same company for 20 years.

Q. Were you an instant success?

A. Hell no. Took me almost 18 months to close on my first sale. But after that they started to come more often and I never looked back.

Q. With all the movement of brokers to other agencies why have you stayed?

A. I don't see any reason to leave. I have created my own brand within a company that fully supports me.