



LICN brings commercial Realtors together to close more deals; CBC NRT's Zucker and Landmark's Karsai worked together

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One of LICN's goals is to offer support and education to Realtors who work with commercial real estate. In addition, one of the original reasons it was formed was for commercial real estate agents to work together to close more business.

They practice this with their sponsors as well as making it a point to encourage members to support their sponsors by referring them to our sponsors and using their services whenever possible. It works well.

With the idea of Realtors working together we have a routine at our meetings allowing each attendee to announce properties they have available and those they need to satisfy client requirements. One has a listing, perhaps another has a buyer and vice versa. It has often resulted in closed deals that may not have otherwise occurred.

Recently, Ira Zucker, Coldwell Banker Commercial NRT, and LICN president and Gabor Karsai of Landmark Realtors in Glen Cove, LICN board member, were able to help one another. Gabor represented the seller in leasing a space in an office building in Hicksville and Zucker brought the tenant. This is the kind of teamwork they aim for. Perhaps at the next breakfast another deal will be made.

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