



Santomassimo speaks at REBNY Seminar - "Maximize Your Brokerage Income in 2015"

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A captivated audience at the most recent Real Estate Board of New York (REBNY) seminar was given a multitude of ways to "Maximize Your Brokerage Income in 2015" by Rod Santomassimo (center), author of the best-selling book "Brokers Who Dominate" and founder of The Massimo Group, North America's leading commercial real estate coaching and consulting firm. Cushman & Wakefield sponsored Santomassimo's 90-minute talk, which offered strategies and techniques to improve efficiency, prospecting and follow-up. Shown (from left) are: James Nelson, chairman of REBNY's Commercial Board of Directors and a partner at Cushman & Wakefield, as well as a long-standing Massimo Group client; Santomassimo; Joanne Podell, vice chairman of the REBNY Commercial Board of Directors, and a vice chairman of Cushman & Wakefield.

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