



2020 Ones to Watch: Nicholas Battaglia, Stonegate Real Estate

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Name: Nicholas Battaglia

Company: Stonegate Real Estate

Title: Licensed Realtor

What led you to your current profession?

I opened my first business, a fitness facility, when I was 18 years old. I ran that open to close for the first two years before having a full team and system in place giving me the opportunity to go into my family's business of insurance sales. While working my way up to becoming one of the top producers, I began investing in real estate throughout the east coast. From there my love for real estate began to grow, and I knew I wanted to dive in full-time. In 2018, my partners and I opened Stonegate Real Estate and the rest is history.

Who or what inspires you?

My father is definitely my biggest inspiration. Besides being one of the greatest guys I know, business wise I watched him grow from a three-man office to one of the largest insurance brokerages in the country. Employing thousands of agents within a 10-year window.

What social media platform do you use the most professionally?

Instagram is my favorite social media platform to display our business as well as generate new clientele.

Which project, deal, or transaction was the "game-changer" in the advancement of your career?

My first major commercial lease for an office client for 7,000 s/f of office space at 532 Broad Hollow Rd. in Melville, N.Y.

How do you contribute to your community or your profession?

I volunteer at St. Mary's Healthcare System for Children and our company love to participate in school events, charity dinners, and golf outings.

What do you like most about your job?

I love the thrill of securing deals, as well as the endless opportunity it offers. Sales jobs like insurance are exciting, but working with real tangible assets that you can drive past and see the results of your hard work is what I like the best.

What can our political leaders do to increase equality in the workplace?

I think what I like most about brokerage in real estate is that it is “equal opportunity” for all licensed sales people. And what I mean is you can be in the industry for 10 minutes or 10 years, but you are able to make the same money.

If your life were made into a movie, what actor would you want to portray you?

Christian Bale is my favorite actor for his ability to adapt and perfect any role. Which is the same mindset I have with business, no matter the situation I’m in I will put a 100% of the work in for the greatest outcome.

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