



2020 Women in RE: Karinta DiMartino, Statewide Abstract

May 19, 2020 - Spotlights

Name: Karinta DiMartino

Title: VP Sales and Marketing

Company Name: Statewide Abstract

List up to three associations or organizations that you are presently a member of:

Board Member Putnam Chapter NAHREP
Board Member Hudson Valley Business Builders
Member Master Networks
NYSCAR
NYSAR

What is one characteristic that you believe every woman in business should possess?

I believe that if a woman is confident in herself, she can accomplish anything. The confidence I exude partially comes from knowing that I have a wonderful production team. If I have a client that has a question I can't answer, I always make sure to get back to them the same day with a response. My extensive background in real estate, obtaining my license, having managed a bank branch, and my current industry gives me a lot of insight into the weaving of a transaction.

What would you tell your daughter if she was interested in following in your footsteps?

If my daughter considered following in my footsteps, I would tell her she needs to be passionate about the entire real estate transaction. My job is so much more than picking up a contract and submitting it. You have to understand this is often the largest transaction someone will make in their life, so even though you may not meet them directly, they are counting on you to make it seamless. Sales is not a 9-5 job, it can be 7 am to 8 pm and on the weekends, and even on vacation, so you need to love it!

What recent project, transaction or accomplishment are you most proud of?

I am proud of all of my transactions. My goal is to help everyone be successful and get to the deal closing. No matter how large or small the transaction is, what matters is that every person in the transaction leaves the table knowing they were taken care of with kid gloves. I am a hands-on

salesperson. One of my greatest compliments came from an attorney who said, "Karinta is not a salesperson, she is family. She knows the name of my family, my pets, and always asks about them first."

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