



## 2020 Ones to Watch: Thomas Bigansky, Stonegate Real Estate

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Name: Thomas Bigansky

Company: Stonegate Real Estate

Title: Lic. Salesperson

Education: Binghamton University School of Management; Masters in Taxation & Bachelors in Accounting

How do you contribute to your community or your profession?

In my free time, I'm a volunteer firefighter with the Malverne Fire Department where I actively respond to 911 emergency calls along with attending drills and monthly meetings.

What led you to your current profession?

Before joining Stonegate, I worked as an accountant at one of the largest firms in the country after passing the CPA exams. Although it was going to lead to a great career, I was unsatisfied with a typical 9-5 role and knew sales was my passion so I quit on April 15th to pursue real estate and haven't looked back or regretted it since.

What do you like most about your job?

The unlimited potential for growth and the excitement of working on new deals are the two factors that attracted me most to real estate.

Who or what inspires you?

I'm inspired by a lot of the landlords I've met throughout the years. Some of them started with nothing and slowly built a massive portfolio throughout their lifetime that even they couldn't envision happening. When I talk to them about their achievements, it gives me motivation to accomplish the exact same thing.

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

The "game-changer" deal for me would be a house I sold in Bayside early on in my career. The house needed a complete gut renovation and was a true "fixer-upper" to say the least. The property caught the attention of a lot of investors who were also involved in commercial real estate as well. This paved the foundation for my introduction into commercial sales and today I would say

commercial real estate is more than 50% of my business.

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

Increase community relationships and connect people with each other.

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

Tommy Shelby from Peaky Blinders.

What social media platform do you use the most professionally?

Instagram without a doubt. This is a great way to engage with other agents in the industry and to connect with prospective clients.

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