



## **Meet the LICN Members: Gail Gladstone and Mathew Horn**

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As the economy continues to change, so must the realtor...and that's exactly what Gail Gladstone is about these days. After 9 years with Coldwell Banker, Gladstone is now the broker/owner of both Long Island Business Brokerage Inc., and Gladstone Real Estate Corp. Gladstone has moved head-on into the path of the economic storm by taking on business brokerage. She reminds anyone interested in dealing with business transactions, that it's a whole new world...new vocabulary, new players, new financial necessities and even new areas of marketing.

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Mathew Horn has a company named Leads2List. It is a unique listing tool designed for real estate professionals. They provide fully researched leads for agents to list. All leads are personally interviewed, and they provide information such as: Name(s), address of property and/or business, name of the business, nature of the business, asking price, purchase price range for buyers, phone numbers and email addresses, best time to call and other useful information.

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