

Young Professionals Network

1/20/2016 Meeting Notes

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In the January YPN meeting the Committee was honored with a presentation of various topics from our Board of Directors. President David Gallitto, Past President Michael Barbaro, Steve Miller, Joel Grossman & Wayne Hugendubel all made time to attend in order to impart some great knowledge.

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David Gallitto opened up the meeting by greeting us and providing motivation to become the #1 YPN in CT.

Steve Miller provided us with a trip down memory lane, a glimpse in to what the Real Estate transaction looked like years ago with MLS books,

Joel Grossman provided an overview of the Real Estate transaction process. From contract, signatures, obtaining financing, deposit, inspection, inspection issues, closing and more. He noted that the agent's job is to stay calm & professional at all times. He also noted the importance of focusing on the client in front of you & providing your full attention. Another great piece of advice: Read the Contract!

Wayne Hugendubel allowed that it is OK to call upon the "seasoned" agents for advice.

This meeting was great due to the fact that it was the coming to fruition of a concept that we have discussed in previous meetings ~ mentors. Having the guidance of members from the BOD, that have been in Real Estate for decades in some cases, helps our committee members learn to navigate the transaction process more smoothly, reminds us of the major advances in technology that we take for granted, and assures us that we have the tools we need for success.

YPN Member Tom Vanacore introduced us to an idea he's been working on, Masterminding. In his experience, having an accountability partner helps to raise the collective intelligence and increases the likelihood that weekly goals will be established and met. We look forward to more on this topic in future sessions.

Next Meeting: Come with Goals and Bring a Friend or Three!

Kishore Kapoor will be speaking about how a real estate attorney is involved in the transaction, and also Eagle Home Inspections reps are speaking as well.

We will also be talking about our 2016 Goals, and Sponsorship Packages. Everyone please bring some ideas to the table as well as ways to execute those goals!

Tom Vanacore, will give an update about where we are at with our first social event.

The February YPN meeting has been set for Wednesday 2/17 at 10 am.