

# PRESS RELEASE

## Daniel Gale Sotheby's International Realty Names Patty Hasselbring Manager of Agent Education

Cold Spring Harbor, NY... September 19, 2019 ...Daniel Gale Sotheby's International Realty, one of the nation's leading realtors, recently promoted Patty Hasselbring to Manager of Agent Education. She had been the Training/Technology Coordinator for the organization.

"Patty has been a tremendous asset to our training program over a decade of enormous growth and changes in the real estate industry," said Deborah Hauser, Chief Operating Officer, Daniel Gale Sotheby's International Realty. "'How we communicate, market, and organize our books of business has changed dramatically. We are continually adding new tools that empower our agents to grow their businesses through stronger presentations and better organization and tracking of data. Patty helps keep the organization up to speed."

In addition to her role as an instructor, Hasselbring coordinates monthly training schedules and continuing education classes and organizes the seven-day orientation program that Daniel Gale Sotheby's International Realty conducts three times a year. The orientation program, mandatory for every real estate advisor who joins the Daniel Gale Sotheby's International Realty team, covers content management, marketing presentations, social media and the basics of working with buyers and sellers. Veteran agents play a role, sharing stories and participating on panels.

Hasselbring reports to Susan Poli, Chief Information Officer at Daniel Gale Sotheby's International Realty. "Patty not only has the ability to learn new programs and devices quickly; she is equally adept at sharing her new knowledge with our real estate advisors and administrators. She is a meticulous note taker, an avid learner and patient teacher."

Outside of in-person training, Hasselbring's responsibilities have included the customization, launch, training and monitoring of the Bridge Learning system that managers and real estate advisors can use to improve their skills at their leisure, whether they're sitting at a desk or in the field.

Hasselbring is a resident of East Patchogue.

### About Daniel Gale Sotheby's International Realty

Consistently achieving the highest average sales prices nationwide, Daniel Gale Sotheby's International Realty is a \$3.5 billion-dollar organization based on Long Island, N.Y. with more than 950 real estate advisors serving New York City's metropolitan area with 25 sales offices in Queens, Nassau, and Suffolk counties, the North Fork of Long Island and Westhampton Beach. Our clients benefit from a 360 degree approach to integrative, innovative marketing reaching today's home buyers and sellers through products and apps they love, providing almost instantaneous market data. We are the regional leader in New Development Sales and Marketing as the exclusive sales and marketing team for The Ritz-Carlton Residences, North Hills; The Bridges at Whitestone in Queens; The Beacon at Garvies Point, Glen Cove; among other prominent new build communities. In 2018 Daniel Gale Sotheby's International Realty had the top sale on Long Island (excluding the Hamptons); a \$9.6 million waterfront home on Long Island's Gold Coast. Our other services include a full Relocation/Referrals Division, Commercial and Rental Divisions, and Ambassador Abstract Title company. The Sotheby's International Realty® affiliate for Long Island and Queens since 1976, Daniel Gale Sotheby's has gained national and international recognition, including top honors for sales, marketing and technology worldwide. For more information, visit [www.danielgale.com](http://www.danielgale.com)."

