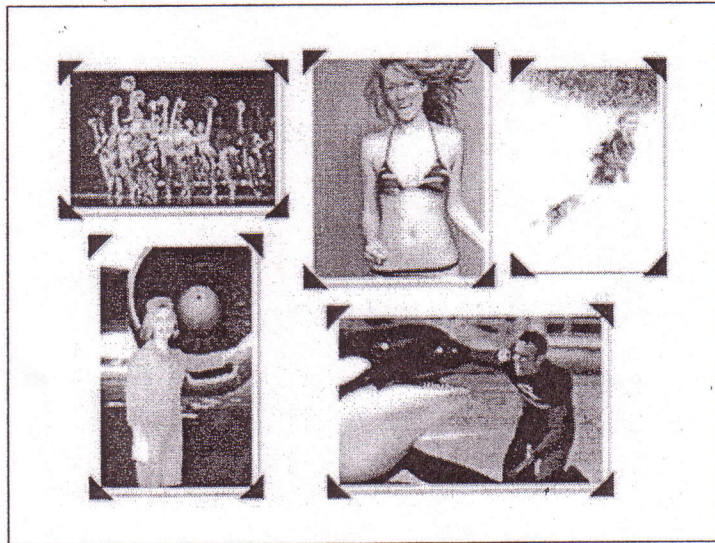


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before they were brokers

by Lauren Price



Real estate has become one of the hottest second careers in the city these days. So where do all these agents and brokers come from? We conducted a "way-they-were" search to find out and to learn just how easy—or difficult—the transition was. Along the way, we found doctors and lawyers, award-winning writers, successful actors, cover girls, a past president of Calvin Klein Jeans—and even a few circus clowns.

Corcoran Group's Barbara Clement Gould became a Ford model 1959. Over the next 20 years she appeared on famous magazine covers, got photographed by Richard Avedon and was a Breck Girl— not once, but twice!—joining beautiful women like Kim Basinger, Cheryl Teigs, and Brooke Shields for their 50-year shampoo ad campaign. "My transition wasn't difficult because as a model I was accustomed to working as an independent contractor earning a living from commissions." Pat Palermo was a flight attendant for Pan Am. During the Vietnam War, she airlifted the wounded, the dead, and the orphaned infants out of Saigon. She was on the "last flight out" on April 24, 1975, just days before the capital fell, and was recently honored on the 30th anniversary. For Pat, the transition to real estate felt very natural, mostly because packing was no longer a job requirement.

Halstead's Nora Ariffin was a successful model who appeared on a billboard high above Times Square, and was once the face of Chanel's Allure perfume. She found the transition invigorating. "As a successful model, I had to be a good listener in order to understand a photographer or

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director's needs. It's the same for real estate." Sue Kim developed restaurant concepts for Jean-Georges Vongerichten. "I was lucky enough to have a close broker friend who prepared me for what to expect. I certainly miss creating with top-notch restaurateurs, but I absolutely love real estate."

Warburg Realty's Camille Duvall-Hero was named one of *Sports Illustrated's* "100 Great Athletes of the Century." "It takes 100% of your attention to focus when you're an athletic champion, so the transition wasn't that tough." Richard Steinberg was a podiatrist for ten years but found the transition effortless because he been buying, renovating, and re-selling properties for years. "Once I turned 'professional'...I never looked back."

Prudential Douglas Elliman's Jacky Teplitzky served as a sergeant in the Israeli army. As a soldier, she learned to be focused, disciplined, and confident. "I transitioned from a successful career in marketing and it wasn't easy because I was accustomed to steady paychecks. But using what I learned in the army certainly helped." A director and a choreographer, Thomas J. Walsh originated the role of Bobby on Broadway in *A Chorus Line* and is a two-time Tony and Drama Desk Award winner.

Core Group Marketing's Tom Postilio played Frank in off-Broadway's *Our Sinatra* and was lead "crooner" in the Glenn Miller Orchestra. He still performs with his 10-piece orchestra at venues like the Algonquin's Oak Room and the Rainbow Room. "On a good friend's recommendation, I jumped into real estate whole-heartedly, loving it immediately." Core's CEO Shaun Osher and executive VP Steve Ganz, both professional saxophonists, play with Tom's orchestra. "Transitioning was fairly easy because I continued to play professionally and teach at the New School in order to have income while getting my feet wet," says Ganz. Osher said his segue was seamless. "I'd sell by day, perform by night. Of course, the more successful I became in real estate, the harder that got."

Stribling's Sean Murphy Turner achieved great success as an actress with Broadway's *Little Me* and *Annie* and TV's "Edge of Night," "One Life to Live" and a few wins on "Star Search." She also appeared in the film *Goodfellas*. "At first, I actually wrote scripts for what I needed to say when it came to negotiations to make the transition easier. With phone calls, I practically wrote down every word said to me so I could better understand the client's needs." A trained art historian, Vals Osbourne was a founding director of Sotheby's Education Division. "Real estate seemed a natural pairing of my lifelong fascination for architecture and love of space."

Real Estate Group's Rebecca Heiberg was an Arena Football dancer, while getting her B.A. "I worried a lot at first because commissions were my only source of income, but once I realized how much I loved real estate, I stopped worrying."

Citygrace Corp's John Hornick recently moved from Corcoran, but before that trained killer whales at SeaWorld for years. "Training whales is about relationships and so is real estate, so that really helped me."

JC DeNiro & Associates' Lauren Wagner performed in a national tour of *A Chorus Line*. She said that she adjusted well because of her own experience personally buying and selling properties.

Marketing Directors Inc.'s Ed Berry was a harness racehorse driver for 15 years, winning at Yonkers Raceway and the Meadowlands. Involved with buying and selling of horses, real estate seemed second nature to him. "Hank Sopher was a friend, so starting out with an industry leader unquestionably helped."

Brown Harris Stevens' Jane Allner worked as a reporter for Life. She finds the two careers amazingly similar. "It's about information. Get it. Use it. Protect it. But it was hard giving up a weekly, albeit smaller, paycheck."