



New York State Association of REALTORS® , Inc.

Global, Resort and Second Home Markets Committee

Meeting Report

February 4, 2021

Zoom 1:00pm

Diane Cummins, GRI
Chair

Jonathan Lerche
Vice Chair

A panel discussion was held, and each panelist shared information on how to work with, attract, and retain international clients and international businesses. The panel was emceed by Diane Cummins, Chair of the committee and Jonathan Lerche, Vice Chair of the committee.

The panelists included:

- Linda Lugo, Real Estate Broker with over 34 years' experience in management, training, course development, who was the 2016 President of the New York State Association of REALTORS®. She earned her CIPS designation in 2001.
- David Wald- Senior Mortgage Loan Officer, United Nations Federal Credit Union (UNFCU). David has been in the residential mortgage financing industry for over 35 years.
- Charles Ruffin, AVP from Emigrant Mortgage Company. Charles has over 20 years of experience originating commercial and residential loans and has worked for Emigrant for the last 10 years.
- Dale Anne Klein, Managing Director, Head of Business Development at Continuum International. Dale has been with the firm since its inception in 2003. Dale manages Continuum's premier clients through all phases of the relocation process, as well as the complex logistics of each relocation program.
- Lisa Iervolino, Executive Operations Manager at First Contact NYC, a real estate company dedicated to relocation and destination services in the New York Tri-state Area.
- Julia Allan, Destination Service Consultant, assisting with all aspects of the international moves of high-level executives.

The panelists answered questions and provided additional information at the conclusion of their presentations, which was well received by all in attendance.

NYSAR will post the presentation video and all resources here at [NYSAR.com](https://www.nysar.com)