

Executive of the Month

MEMBER OF THE 25 YEAR OLD FAMILY OWNED AND OPERATED RONKONKOMA REAL ESTATE FIRM Michael Zere makes lasting impression through his friendly demeanor, knowledge and hands on service

LONG ISLAND, NY Michael Zere, 40, is the executive vice president of Zere Real Estate Services Inc., a full service commercial real estate firm catering to both Nassau and Suffolk Counties for over 25 years.

There are people you do business with in commercial real estate and when the transaction is complete there is no further contact, unless of course you do a deal with Zere. He makes a lasting impression and has a strong impact on everyone he meets with his friendly demeanor, knowledge of properties and hands on personal service. His loyal customer base may start out needing only 5 to 10,000 s/f to lease and then years later they are ready for a 50 to 80,000 s/f facility to purchase. Customers actually seek Zere out and they knock on the door of our corporate headquarters requesting Zere by name or they recall a nice tall friendly guy who helped them years ago when other brokers did not take their requirement seriously and would dismiss them.



Michael Zere

over fifteen years. He has always been extremely professional and has been beneficial to our organization with his help and insight into the many brokerage transactions he has helped to facilitate," said Jerry O'Shea, president of O'Shea Properties.

"I have been utilizing Zere Real Estate Services for the last fifteen years and it has always been a

"Michael is one of the most active commercial real estate brokers in the town of Islip. He has assisted many companies looking for space in the town. He is a valued member of the town's economic development commission, a 25-member advisory panel comprised of a cross section of the business community, which helps guide town policies involving business development issues," said Bill Mannix, director of economic development for the town of Islip.

Business leaders also recognize Zere's negotiating strengths as well. "Michael's real estate acumen has helped make significant contributions to some of Long Island's premier business communities, in particular along Veterans Memorial Highway, MacArthur Airport Business Corridor in Suffolk County where he has helped shape the landscape through prudent counsel to clients engaged in active sales and re-sales of business properties. His success can be attributed not only to his salesman-



Shown (from left) are: Michael Zere, Michelle Zere, and David Zere.



Shown is the sales team at Zere Real Estate Services.

Often landlords comment on Zere's patience and expertise. "Over the last decade working with Michael, he cares not only about the landlord but genuinely takes care of the tenant from start to finish. He looks at both sides and treats the people equally. His main goal is just to get the deal done in a quick and efficient time frame," said Leonard Shapiro of Commander Enterprises.

"I have had an ongoing professional relationship with him for

pleasure to have Michael represent my portfolio of properties. He has integrity, drive, and when he says he will do it, you can count on it the first time," said Larry Jacobson of RLJ Development.

Zere Real Estate Services works hand in hand with Long Island town's economic development divisions and empire zones to help customers be more at ease with the transition of moving their companies, educating them about tax incentives for manufacturers.

ship but also to his engaging manner with prospects and co-workers. Michael's talents have propelled him to the top in a very competitive field in this bi-county region," said Terry Townsend former owner and publisher of the *Long Island Business News*.

Robert Gaudio, vice president of private banking at North Fork Bank said, "Michael is one of the most honest, hardworking commercial real estate brokers I've known in my 30 years plus working within

the banking industry. He has made hundreds of deals over the years while I have been watching his career blossom."

Zere's recent real estate transactions include: The Home Depot, United Van Lines, Alarm Warehouse, Con Pak, Deluca Associates, The Ultimate Image, Practice Pay Solutions, No Limit Corp., United Refrigeration, BTC Inc., AFLAC Insurance, Meenan Oil, Terminex International, Amerada Hess, Northwestern Mutual Life, Paladin Financial, SMP Aviation, Premier Drying Solutions, Brigade Cleaning Services, Guaranteed Home Mortgage Corp., Precision Fence, Ultimate Recon, USA Liberty Mortgage Corp., Iocono Compressors Inc., Top Shelf Selections, AquaFuture, Twins Auto Corp., ARC Mechanical Corp., Paladin Financial, Suffolk Copier Systems, DovePro Painting Corp., Pool & Liner Systems Inc., Premier Sheet Metal Inc., LI Aquarium Services, Heartland USA, CDS Company, Comfort Zone Insurance, CPL Trading Inc., A1 Book Distributors, Construction Management Search Inc., Cavanaugh & O'Brien Company.

In 2005 Zere Real Estate Services celebrated its 25th business anniversary and new corporate headquarters conveniently located off of the Long Island Expressway exit 59.

Zere Real Estate Services is family owned and operated. Marie Zere

(Zere's mother) is the founder and president of the company, Michelle Marie Zere (Zere's sister) is vice president of business development, handling all new business and exclusive properties, and David Wayne Zere (Zere's brother) is vice president of operations.

In addition, a team of exceptional real estate professionals are on board with Zere Real Estate Services specializing in all fields of commercial real estate. With recent transactions including: Super Stop & Shop, Walgreens, Hudson City Savings Bank, Bonsel American, Old Castle, The Window Network, Kayone Trade King, Apex Industries Ltd., Grand Mica Products, JW Creations, Sound Move Studios, Extreme Manufacturing Co., Fleetwash.

On a more personal note, Zere has always been focused and dedicated to excellence on many levels. He is a single digit handicap golfer that is often asked by major developers and landlords to be on their foursomes when there is a golf tournament to win. An avid gun and bow hunter his straight as an arrow business ethics have launched Zere into being one of the most sought after real estate brokers companies and landlords request.

Zere resides in the town of Islip with his wife Sandra and three sons that will one day carry on the family commercial real estate business, Kyle James, Tyler Andrew and Hunter Mathew.