

22 MAY 2015

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# Julia B. Fee Sotheby's International Realty Welcomes Eight New Associates to Their Recently Launched New Agent Academy

*New sales associates bring varied backgrounds to Larchmont brokerage*

By MEGAN MONTEMARANO (Star Patcher) (/users/megan-montemarano39ea16983fd901fa920c5f2c52f56138141c1fff1c22d8a04c5cfec138fbc5c4)

🕒 May 21, 2015





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**Larchmont, N.Y.** (May 21, 2015) — Julia B. Fee Sotheby's International Realty (<http://www.juliabfee.com/eng>) today announced that eight real estate agents including Patti Anderson, Mary Brennan, mother-daughter agent team Michelle and Theresa Fanelli, Alfonso Feliciano, Cindy Goodstein, Melissa Martinez and Caroline Weinstein have joined the company and will be based in the firm's Larchmont brokerage. These agents bringing a variety of relevant professional backgrounds, are new to the industry, and have enrolled in Larchmont brokerage manager Carolyn Fugere's "New Agent Academy" training program, which aims to hone agent skills when entering the business.

The Larchmont brokerage's "New Agent Academy" is a six-month program designed by Carolyn Fugere to fully prepare real estate sales associates who are brand new to the business with necessary skills and training in the field.

Topics cover all aspects of the industry including marketing, prospecting, legal understanding, conducting open houses, ethics, client representation and finance.

Alfonso Feliciano has more than 10 years of experience in investment and retail banking, previously directing sales and service leaders throughout the metro New York and Westchester County markets. His interest in helping clients reach their financial goals continues as he begins his real estate career, aiding prospective buyers in the home finding process. A financial services background influences Cindy Goodstein in her real estate practice as well, where her time working on Wall Street provides her with strong experience in relationship management, investing, marketing, strategy development and more. Goodstein now resides in the Orienta area of Mamaroneck with her husband and three children. Also with past experience on Wall Street, Patti Anderson, an active resident in the town of Larchmont, worked for a major NASDAQ market maker firm for eight years managing, coordinating and facilitating various trades in competitive environments. She additionally has experience in court reporting for the five boroughs of New York City, using many of her versatile and professional skills to help effectively meet her clients' needs.

Caroline Weinstein, born and raised in France where she studied financial markets, took her career in a different direction after moving to New York City in 2002. While there, Weinstein became interested in architecture and interior design, eventually designing her own house in Westchester County, where she now currently resides. Melissa Martinez, a resident of Larchmont, also possesses an eye for design, previously working in the visual and buying departments of several high-end Manhattan retail stores, where she created enticing displays to attract future consumers. As a result, Martinez has the creative ability to revamp and market homes from an expert designer's perspective.

Mary Brennan, a lifelong resident of Westchester County, is an attorney with extensive negotiation and litigation experience, ideal qualities for transitioning into the real estate business. In addition to her professional background, Brennan's familiarity with various local communities provides her with a versatile foundation for aiding clients in the home buying process. Michelle and Theresa Fanelli come to the firm as a mother-daughter agent team from Larchmont. As both have prior careers in psychology, Michelle and Theresa possess a combined understanding for the emotions and desires of clients, as well as extensive awareness of the local Westchester County community.

"This newly established training program allows individuals, such as this group of tremendous new agents, to showcase their true potential," said Fugere. "Already possessing strong sets of skills and experience, after completing the New Agent Academy, these agents will become an even stronger force in the field. I am thrilled to welcome them all, and hold great confidence in their abilities to add even more greatness to the unparalleled service and offerings of the brand."

### **About William Pitt and Julia B. Fee Sotheby's International Realty**

Founded in 1949, William Pitt and Julia B. Fee Sotheby's International Realty manages a \$3.3-billion-plus portfolio with more than 1,000 sales associates in 26 brokerages spanning Connecticut, Massachusetts, and Westchester County, New York. William Pitt Sotheby's International Realty, combined with partner firm Julia B. Fee Sotheby's International Realty, is the largest Sotheby's International Realty(R) affiliate globally and the 28th-largest real estate company by sales volume in the United States. A full-service real estate firm headquartered in Stamford, Connecticut, William Pitt and Julia B. Fee Sotheby's International Realty provides ancillary services including commercial services through its affiliation with Building and Land Technology, a second-generation development company based in Stamford, Connecticut; William Pitt Insurance Services; and an award-winning global relocation division. For more information, visit the website at [williampitt.com](http://williampitt.com) (<http://williampitt.com/>).

Sotheby's International Realty's worldwide network includes more than 16,570 sales associates located in 760 offices throughout 60 countries and territories.

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