

There is a week to go until the broker showing at the new residences at 192 Fifteenth Street in Brooklyn. Gabriele arrives at the office ready to put the finishing touches on her materials. On her desk sits one of the handwritten invites she sent out the other day. She goes to check how many RSVPs she has already received and she is astonished! There are over one hundred RSVPs, including ones from the President and CEO of Compass!

Amidst her flurry of excitement and trepidation, she sees COO David Snider walking by. He is always around making sure things are running smoothly. Gabriele hurries over to tell him the news about the upcoming showing and to get his assistance in increasing the budget to accommodate the greater number of attendees. "I'll get right on it and talk to accounting. You should be alright", he assures her.

Gabriele heads back to her desk, grabs a test print of the pamphlet, and brings it to Andrew. They sit down together, at his desk, and review the last details before print. It is the fine points of every showing that impress the most. These pamphlets are what each broker will take home with them at the end of the showing, so Gabriele wants them to be perfect.

Mid discussion Gordon Golub, senior managing director in agent development, walks over checking in on how Gabriele's project is coming along. The pamphlets impress him the most as the clean look of the apartment pairs perfectly with the modern design language of Compass Realty.

A week has past and its coming time to open the doors to these new residences. The caterers arrive early to set up the first course of wine and hors d'oeuvres. After attaining the final tally of RSVPs, Gabriele worked tirelessly to find a worthy and capable caterer to provide for the showing. As soon as 5pm comes around the brokers start pouring in the front door enamored by the simplistic elegance of the building.

Once everyone has arrived Gabriele, with Compass President Leonard Steinberg and CEO Robert Reffkin by her side, welcomes the brokers to her showing of 192 Fifteenth Street in Park Slope, Brooklyn. She continues introducing the owner and builders of the beautiful building in which they are standing. After Mr. Steinberg and Mr. Reffkin give their remarks, Gabriele invites everyone to explore the three different apartments. With the introduction over Gabriele takes the opportunity to catch up with some fellow brokers.

As the next course of food appears, Gabriele continues to answer broker's questions about the listings. Out of the corner of her eye, she sees Mr. Reffkin going over the pamphlet with a coworker. Gabriele heads towards them to take them on a personal tour. Before she gets to them, she takes a moment to say goodbye to a fellow broker and friend. Brokers are coming and going throughout the night so Gabriele constantly finds herself pulled in different directions.

When dessert comes out Gabriele gathers Robert, Leonard, and a few other brokers to take them around the property. She starts by leading them to the rooftop where, as if she planned it perfectly, they could witness the sun set basking the New York City skyline in a golden hue. She continues through the building and out to the back patio.

The evening finally comes to a close as guests start making their ways home with pamphlets in hand. Gabriele says goodbye to the last few brokers and returns into the first apartment's living room to reflect on a successful showing. This was one of the biggest and most successful events of Gabriele's year. The next morning, she is up writing thank you notes to all the attendees – all 110 of them!

These stories have been a glimpse into the busy life of Compass Real Estate broker Gabriele Sewtz, for more info on Gabriele and the world of real estate visit, [sewtz.com](http://sewtz.com).