

In the fast-paced world of real estate going that extra mile, or two, will set you apart from the competition. You will gain more recognition and your clients will appreciate it and be more likely to work with you again, as well as refer you to friends and family. A real estate agent's business is built off referrals. Gabriele knows this better than anyone. She consistently goes that extra mile or two for her clients. Sometimes it is in the background, like searching all over Manhattan to find the perfect bouquet of flowers to set in the kitchen for the open house; or in the forefront, such as a unique gift upon the closing of a property.

During a break amongst the busyness of her every day, Gabriele and her teammate Sarah Schwartz, find time to work on creating a special gift for their clients upon their closings.

One of Gabriele's good friends and client is renowned glass bender Charles Flickinger of Flickinger Glassworks in Red Hook, Brooklyn. She has always wanted to collaborate with Charles on a project and the opportunity finally presented itself with the closing gift idea. Immediately Gabriele gave Charles a call and they set up a time to come down to the workshop and discuss.

Although a lot of Charles's work is in the restoration and creation of bent glass for architectural and lighting purposes, (some of his work can be seen in the Bleeker Street subway stop and Grand Central Station), he also creates custom bent glass dining plates. This side of the business is where Gabriele's gift will be created.

On a sunny afternoon, Gabriele and Sarah make their way out to Red Hook to the workshop of Flickinger Glassworks. They are greeted by Charles himself, beaming at the sight of their arrival. Before getting to work deciding on what the gift will look like, Charles takes Gabriele and Sarah on a tour.

After walking through the large glass doors, they enter the Flickinger Tableware showroom. Lined up along the walls are the handful of bent glass plates on offer. Each set is unique and handcrafted right there at the workshop, of which is just beyond the showroom. The sound of the workers and apprentices molding and shaping new glass creations of all kinds is abundantly present but not overbearing. Once past the last showcase full of sparkling white plates they enter the heart of the building. Here are the numerous molds, tools, and kilns used in the glass bending process, all meticulously organized. Charles introduces one of the workers, presently focused on a glass piece for a lighting fixture, to Gabriele and Sarah.

Before getting lost in the expansive 7,000 square foot property, attention is turned to the matter for which Gabriele and Sarah are there – the closing gift. Back in the Tableware showroom, a series of molds and plates are arranged on a work table. Gabriele, Sarah, Charles, and one of the apprentices start to discuss options for the plate design. The basis of the plate will be a rectangular shape with intersecting lines culminating, to one side, in the Gabriele Sewtz Team's logo. Once the final proportions are decided upon, Gabriele and Sarah shake Charles's hand thanking him and his crew for their time and hospitality. They are eager to see how the first gift plate comes out!

A month later Gabriele gets a call from Charles; the first plate is complete. Before heading home for the night Gabriele stops by the Glassworks to have a look at the finished plate. She is amazed by how it came out. Perfect! The logo looks right at home on the frosted glass plate. Gabriele and Charles talk about a limited run of plates specifically for her clients. Upon leaving, Charles gives Gabriele the first plate to take home. She thanks him and heads back to Park Slope.

Gabriele's aim in working with Charles Flickinger on the closing gift was not only to provide her clients with a unique piece to commemorate their closing but to tie their experience of working with her and her team together. Gabriele and her team are committed to guiding each client through the buying or selling process with a dedicated and detailed hand. Charles's work reflects the same high caliber Gabriele holds herself to. Moreover, the plate acts as a special welcome to the Brooklyn area, as it is created there.

The Gabriele Sewtz Team at Compass is always there going that extra mile. From detailed market analyses to handwritten cards and custom plates, they are here to provide to you with the best and most knowledgeable real estate experience.