

RE/MAX agents form new company

CPA Talks



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John Antetomaso, RE/MAX real estate agent and president of the Greater Rochester Association of Realtors has formed, with seven other partners, a new kind of real estate company that brings agents from different branches of the RE/MAX franchise together.

Antetomaso along with, Bob Miglioratti, Jeff Scofield, Alan Wood, Sandy Blonsky, Terri Granger, Steve Vaisey and Nunzio Salafia make up the eight partners of RE/MAX Plus, located at 2171 Monroe Ave. in Brighton.

Their venture has been two years in the making, and the official grand opening celebration is set for January.

Antetomaso said the new office is a mix of agents who specialize in different areas of the industry such as commercial, residential, rental, new construction and other niches within the market.

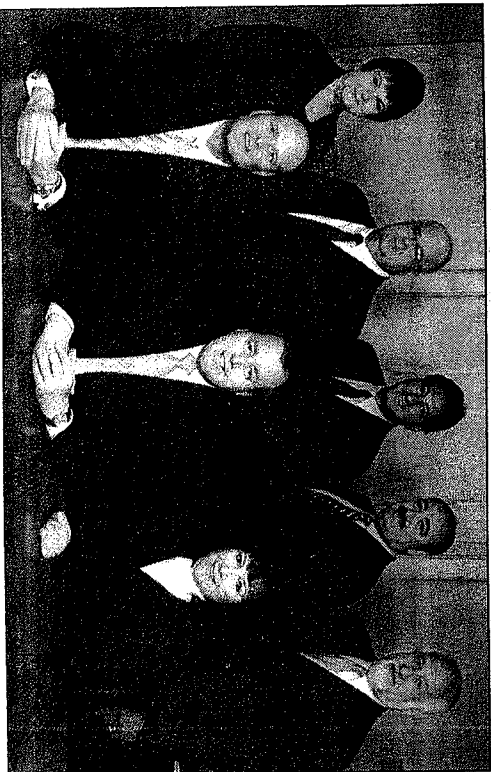
"Everyone continues to do their own business, but we're able to share advice and use each other to create an overall bet-

ter company for RE/MAX," Antetomaso said.

Miglioratti said the concept is similar to a working law firm consisting of attorneys who come from different law schools.

"Attorneys in a law firm bring different experiences and disciplines to the overall effort, and they end up sharing each

"Our competition said it will never work with eight bosses and eight different egos, but the reality is that we run this business with a board of directors, the eight of us, and we end up being much more efficient than any one person running any other real estate business in the area," he said.



COURTESY RE/MAX PLUS

The eight partners who formed RE/MAX Plus include, back row, left to right — Sandy Blonsky, Steve Vaisey, John Antetomaso, Nunzio Salafia and Bob Miglioratti; front row — Alan Wood, Jeff Scofield and Terri Granger.

other's knowledge. That's exactly what our intentions were in this office," Miglioratti said.

Miglioratti said the concept is a first for the Rochester region.

Antetomaso said he takes pride in the diversity and experience of the eight partners. Many are active members in real estate committees and state Legislature.

Blonsky is president of the Women's Council of Realtors and said recently the new company works so well because the foundation is made up of successful agents.

"It wasn't a necessity to create this business," she said. "The biggest part about why we formed this venture was to get a community feeling into the real estate market that we have been working in for years, because that's what was lacking."

According to Miglioratti, in the four months the company has been open, it has

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