



Greg Young, President

Succeeding in the world of Manhattan real estate, and helping others do the same, has been Greg Young's drive and passion since 1982 when he first got his real estate license. Two years later as a licensed broker, he continued making great strides not only in his sales performance but as a strong manager, innovator and motivator who helped his peers excel by his example.

Greg learned early on the importance of training as a catalyst to inspire agents to reach their greatest potential. As former Director of Sales for Citi Habitats, his sole purpose and vision was to make the company and its agents better through his cutting-edge training and hands-on leadership. Greg saw far too many agents struggle unnecessarily, so he made it his personal challenge to help them overcome their obstacles. His insight, guidance and ingenuity fueled the company's tremendous growth and sales force expansion. And his simple yet effective philosophy, "the key to professionally managing involves not so much making statements, but asking the right questions," won him enormous popularity.

Throughout his career, Greg has been actively involved in supervising, hiring and training literally thousands of agents. He broke new ground in both the comprehensive formal training programs he devised along with the more intimate one-on-one meetings he frequently held with agents and rental & sales managers to nurture their talents and strengths. His main mission has always been to help agents succeed. How natural then that the next step for Greg, lovingly nicknamed "G\$" or "GMoney" by his agents because of his gift to help agents make more money, was to found his own training, coaching and consulting company geared exactly to that end.

At Broker Heaven NY, Greg's goal is to help agents go beyond the required training. What he offers is unique and supplemental, and most of all, proven to work. Equipped with a wealth of knowledge and deep desire to share his wisdom, Greg strives to arm agents with the tools needed to increase their efficiency and production. "Our seminars, clinic and programs are unparalleled in the industry, and are geared toward empowering agents to work effectively and confidently with clients to take their business to new heights. In a service business like ours, there is no greater service than that."

Greg is completely dedicated to helping every agent he works with reach their own version of "Broker Heaven."



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