New York Real Estate Journal

nyrej

THE LARGEST COMMERCIAL/INVESTMENT NEWSPAPER COVERING THE STATE

Tuesday, October 16, 2012 NYREJ.COM Reprint

Professional Profiles: Ron Kleinberg of Tri-State Properties

Ron Kleinberg, Tri-State Properties

Name: Ron Kleinberg
Title: Co-President
Company: Tri-State Properties
Location: Dix Hills, NY
Birthplace: Catskill, NY
Family: Married, two young children.
College: Matriculated State University at New Paltz
First job outside of real estate: Tennis instructor under McEnroe's coach Tony Palafox.
First job in real estate or allied field: Investment sales broker
What do you do now and what are you planning for the future? Specialist in the sale of income producing properties (multi-family, retail, office, net-leased). Early retirement.
Hobbies: Tennis, chess and attending Broadway shows
Favorite book: Thesaurus
Favorite movie: Any of Woody Allen's earlier movies.
Keys to success: Knowledge, courage and practice. The first will give you what you need to know, the second will enable you to take the risks necessary and third will turn fear into familiarity, hone your skills, and increase your knowledge and courage.
Person(s) you most admire (outside of family): Victor Frankl (Author of Man's Search for Meaning; Holocaust survivor).
If you had to choose another vocation, what would it be? Gondolier

Professional Profiles: Dale Staudigel, Tri-State Properties

Name: Dale Staudigel
Title: Co-President of Commercial Real Estate Firm
Company: Tri-State Properties
Location: Dix Hills, NY
Birthplace: Mineola, NY
Family: Twin 15 year olds, a boy and a girl
College: State University of Delhi majored in Hotel & Foods Management
First job outside of real estate: Tennis instructor worked with John McEnroe's coach Tony Palafox.
First job in real estate or allied field: Selling and leasing of industrial and office buildings
What do you do now and what are you planning for the future? I specialize in selling investment properties (ie; shopping centers, net lease buildings, apartment complexes)for over 25 years. My partner Ron Kleinberg and I have sold over $1 billion in properties ranging in price from $1-$30 million. In the future send my kids to an ivy league college.
Hobbies: Sketching (pencil & charcoal), boating and platform.
Favorite book: "Open" by Andre Agassi
Favorite movie: "The Green Mile"
Keys to success: Building relationships, organization and determination.
Person(s) you most admire (outside of family): Bill Clinton
If you had to choose another vocation, what would it be? Park Ranger at Yellowstone