



TESTIMONIALS



Linda Alexander, President
Category: *Public Relations Services*
Linda@AlexanderMktg.com

9/1/21 A Happy *IREON* Tale!

The Power of *IREON* -- aka how a great group of professionals goes the extra mile to help one another!

One of Alexander Marketing's revered clients was having an impossible time getting through to DEP for his Brooklyn multifamily development, so Linda Alexander offered to reach out to some of her contacts at *IREON*.

She first called her expeditor friend Brian Earley of The Metropolis Group, who suggested she speak to Borys Hayda of DeSimone Engineering. Borys told her she needed to speak with an MEP engineer and recommended calling another *IREON* colleague, Andrew Saggese of Emtec Consulting Engineers.

Linda reached Andrew just as he was heading out of town to a weekend bachelor's party, but without hesitation, he offered to help. The following Monday, Andrew sent Linda the name and phone number of a contact at DEP. Within 24 hours of speaking with the representative, Linda's client received his DEP permits! Thank you *IREON*!

This success story is not only confirmation to the "Power of *IREON*" and its resource of professional ability and expertise, but most profoundly it is a testament to the mutual caring and friendship shared by all the members within this "fraternal" business development organization.

IREON Zoom Holiday Party 12-17-20

"I love *IREON*, I am so grateful to be a part of *IREON*. Steve, thank you for putting this group together This is such a great group. I can't wait to meet everyone in person." - Linda Alexander, President



TESTIMONIALS



Category: HVAC Contractor
Dennis Cherniy
Principal / Executive Director
DennisC@DenairHVAC.com

8/20/21

Dennis Cherniy, President of Denair HVAC, extends a HUGE Thank You to Jim Pirot of Cresa, for enabling Denair to successfully negotiate a \$\$\$ *Seven Figure contract* \$\$\$, Jim's long-standing relationship with the client enabled the introduction and financial reward of this transaction.

IREON Zoom Holiday Party 12-17-20
Dennis Cherniy, Principal, Denair HVAC

*"Steve, I appreciate this group! I have been chatting with everyone and were all supportive of each other and I find that valuable.
Looking forward to meeting everyone face to face. Happy Holidays to all!"*



TESTIMONIALS



Category: Steel Contactor
Christella Xu, President
Christella@Elitesbm.com

Thanks, fellow IREON member, Kristine Wolf, Publishing Director, NYREJ

Dear Kristine,

I want to express my appreciation for the article recently published by NYREJ on July 20, 2021, announcing my firm's membership in IREON.

It was wonderful to hear from a prospective client that he already knew about me and my firm because he saw this article.

It definitely made my conversation much easier to promote our services.

Elite Builders & Management is not only honored to be part of this phenomenal organization, but it is rewarded to have its affiliation widely publicized.

I am truly grateful!
Christella Xu



Kristine Wolf, Publishing Director, NYREJ
responds to
Christella Xu, President
Elite Building and Management

"Dear Christella,

*You are most welcome. Great to hear and thank you for sharing this news.
It is always my pleasure to help fellow IREON members shine to our 30,000 plus commercial real estate subscribers and shares it on social media platforms"*

Kristine Wolf, Publishing Director



TESTIMONIALS



MATRIX
TECHNOLOGY

**Category: Audiovisual Applications / Unified
Communications**

Emir Hot, Senior Principal

Emir.Hot@MatrixTG.com

July 9 ,2021

I would like to thank **Jennifer Meilan** from **A71 Visuals** for recommending our Audio-Visual design/build services to her trusted client, Acres Capital.

Jennifer's recommendation accelerated our conversation with Acres Capital from an introduction to creating a proposal for design and integration services.

I have no doubt that the client trusting our abilities to design and integrate their AV systems is a direct result of the personal recommendation that Jennifer submitted on our behalf.

We were awarded and completed the design portion and submitted our integration proposal with a combined value that is over \$250k.

This is a great opportunity to increase our sales and more importantly to add a new client.

This is a clear example of the direct benefit of being a part of the *IREON* Network.

Our members' business referrals have ***tremendous*** weight behind them, and this is our experience in just 3 short months of belonging to *IREON*.



TESTIMONIALS



nyrej

Category: Real Estate News Publication

Kristine Wolf, Publishing Director

kwolf@nyrej.com

NYREJ is honored and privileged to be on *IREON's* membership roster holding the exclusive category for the publication of real estate news.

Thank you for organizing the special COVID19 teleconference Friday for the *IREON* members.

As a new member, it was immediately evident that everyone on this call was a top-level professional and as a result, this call was very informative and quickly addressed the impact and concerns that COVID19 pandemic is having on business owners from a wide cross-section of industry segments- overall great insight from so many sectors.

Keep up the great work!

July, 16, 2020

Dear Steve,

Thank you for your commitment to building the IREON roster and continuous efforts to keep the members engaged by providing the platforms needed for businesses to succeed. You speak frequently about the fraternal bonds that we have as IREON members and that could not be a more accurate parallel. From the weekly teleconferences to the first IREON webinar this week, you have kept the members engaged even during a pandemic. Hearing firsthand both the successes and challenges from so many different industry segments has been invaluable to me in my efforts to provide news and information to our subscribers and followers.

***IREON* has truly been a gamechanger. By far the smartest decision I have made in 2020!!**



TESTIMONIALS



Category: *Landscape Contractors*

Andy DiMarino, President

andy@admlandscape.com

IREON Zoom Holiday Party 12-17-20

"This group got me through this year! Thank you, Steve Kirschner, and everyone from this group. You've been fantastic and gave me much inspiration, much appreciated!"

- Andy DiMarino, President



Category - *Real Estate Law Practice*

Michael R. Nerenberg, Partner

MNerenberg@BorahGoldstein.com

IREON Zoom Holiday Party 12-17-20

"I am always impressed by the breadth of experience of those who choose to join IREON. We have in place a wide range of real estate professionals, all of whom care deeply about their specific industry, and share a willingness to share their own network with others. It has been a pleasure getting to know everyone in the group over the last 6 months, and I have felt almost no loss by the fact that, except for a few members who I knew previously, have not met most in person yet. It has been an easy call to bring others who I respect and trust into the group, such as Adam Kapner, Jeff Bernard, and Marina Schindler, three people who I've known and worked with for many years and would only ask to join a group I knew would benefit them as much as it has me. I look forward to a 2021 in which all of us in and outside of the real estate community grow together as our city gets healthy and comes back, as it always has, and always will." - Michael Nerenberg, Partner



TESTIMONIALS



Category: Commercial Tenant / Occupier Representation
Peter E. Sabesan, Managing Principal
Transaction Management
PSabesan@Cresa.com

IREON Zoom Holiday Party 12-17-20

"I want to wish everyone a happy and healthy new year. To Steve, you worked very hard on putting this group together. I am a fairly new member, I am in other networking groups, but your hard passion is recognized appreciated!" - Peter Sabesan, Managing Principal



Category: Engineers: Mechanical / Electrical / Plumbing
Constantine Siversky Regional Marketing Officer
CSiversky@Emtec-Engineers.com

IREON Zoom Holiday Party 12-17-20

*"This reminds me of that quote, "Would I want to be a member of a club that would have me as a member?" You know what I mean. It's been wonderful time getting to know all of you. I enjoy this very much!
To Steve - you put a lot of work into organizing this fraternity and I wish us all the best of luck!" - Constantine Siversky, Regional Marketing Officer*



TESTIMONIALS



Category: Certified Public Accountants
Barry L. Sunshine, CPA / Sr. Tax Partner
Barry.Sunshine@janoverllc.com

Kenneth H. Rick, CPA, Partner
Ken.Rick@janoverllc.com

IREON Zoom Holiday Party 12-17-20

"Steve, Thank you very much for this special recognition for my contribution to the IREON group. While I am being recognized, this is really a Janover contribution to IREON including Ken and me and the rest of the firm. This has been a very difficult time for everyone including the IREON family and we are all hoping that 2021 will bring "normal" back to our society along with great fortunes to all. I am very proud that our firm is associated with IREON and Janover is thrilled that our IREON's friends help one another. So here is to a great upcoming year and best wishes to all.

Happy holidays to all" - Barry Sunshine, Senior Tax Partner

Friday, June 5th, 2020.

"Statement of Gratitude"

spoken at IREON's weekly Zoom member meeting.

"I have to say in the 1 and a half years since we became members, the knowledge Ken and I have been getting from you guys is really helping us, and the firm.

The industry expertise and caring are very touching and good... we really appreciate it!"

Feb 2020

Janover, LLC has been a member of the IREON family for over a year. I call it a family because the members support each other more like a family member would than a networking group.

Our firm has received several referrals and has even had the opportunity to host a webinar this year and last year an event in our New York City office. The meetings and weekly member teleconferences are informative in terms of seeing what other members and their companies have been doing. We have been very happy with our experience with this special group and look forward to a long relationship together.

IREON Zoom Holiday Party 12-17-20" I really enjoy being a part of this group. Happy Holidays!" - Ken Rick, Partner



TESTIMONIALS



Category: Environmental Services
Scott Smith, Founder
Ssmith@hunterpa.com

IREON Zoom Holiday Party 12-17-20

Ireon Members...

For the first time a networking group that makes sense. Since the beginning of the pandemic the communication and support of new members and existing has been priceless. Steve, you have done an amazing job putting together this dynamic cohesive group and Lawrence ENV is proud to be a member. Happy and healthy holidays my friends...looking forward to a great 2021 together!!!

The below testimonial to IREON was transcribed from the recording of its weekly member teleconference meeting on Friday, May 8th, 2020.

"BIG Thank you to **IREON** for publicizing our Covid-19 customized Risk Management Plan that we just launched. Your email blast to over 4000 Landlords in the NY metro region produced several major owners who showed interest and are pursuing them.

Shout out to Jordan Toder for the conversation we had yesterday. So great getting to know everyone in the group which has really become "special" to us since we joined a little over 1 year ago. This is a compliment to everyone and to Steve for being the "aggressive" guy who made this all happen.

Special thank you to Marc Spector for the unbelievable introduction yesterday that turned into something phenomenal. Mad love to you "Specs"!

I am also overly excited about future projects with Peter Morandi at Eastman Cooke and with The SpectorGroup.

Thank you also to Barry Sunshine of Janover who we have retained. They have been enormously helpful in processing our PPP Covid-19 documentation.

Lawrence Env. could not be happier for belonging to this incredible business development "*fraternity*".



TESTIMONIALS



MTG Creative Group LLC
Category: Digital Marketing
Megan Grand, CEO
mg@mtgcg.com

IREON Zoom Holiday Party 12-17-20

"Thank you Linda Alexander for referring me to IREON. I can't wait to meet everyone on a more personal level." - Megan Grand, CEO



METROPOLIS
GROUP, INC.

Category: Expediter / Code Consultants
Brian Earley, Client Account Executive
BrianE@MetropolisNY.com

IREON Zoom Holiday Party 12-17-20

"For not having met all of you, I enjoy hanging each week at the meetings. I consider all of you friends that I haven't met. I am hoping that in 2021 we can meet in person along with 1 on 1.

To Steve- doing a great job, appreciate all the side bars we have, and Linda, great singing! Happy Holidays to all!" - Brian Earley, Client Account Executive



TESTIMONIALS



Category: Interior Designers
Laura Reddy, NCIDQ, CEO
laura@nuzineny.com



"NuZine joined the IREON fraternity over a year ago and thrilled to be part of a remarkably positive, supportive and knowledgeable group. Steve Kirschner has done an outstanding job putting the right companies into place, motivating everyone to stay connected and creating a unique model for networking." – Laura Reddy

NYC Apartment Management

Category: Property Management
Residential
Adam Kapner, Principal
adam@nycapartmentmanagement.com

IREON Zoom Holiday Party 12-17-20

"This group has been incredible, it's a great room of resources. Getting to know everyone, especially in this light, with everything going on, it's nice to have everyone smiling, talking, staying relevant, as we come out of this and doing more business together. I look forward to it. To Steve - thank you for putting this group together!" - Adam Kapner, Principal



TESTIMONIALS

THE PAR GROUP



Category: Plumbing Contractor

David Levine, President

DLevine@ParGroup.com

IREON Zoom Holiday Party 12-17-20

"I wish all Happy Holidays!

Glad to be part of this group, looking forward to meeting with everyone next year!" - David Levine, President



TESTIMONIALS



Steve Kirschner, Broker Representative
SKirschner@ireonnetwork.com

**Categories: Real Estate Investments "Off Market" Properties
Mergers & Acquisitions Real Estate & Business Financing Debt & Equity \$25 Million to \$5
Billion Real Estate and Business Valuation
Customized Wealth Preservation & Tax Saving Strategies / Global Advisor Consultant to
Private Equity Funds / Family Offices / Public and Privately owned companies/
Entrepreneurs**

IREON Zoom Holiday Party 12-17-20

Steve Lifton, Strategic Partner – Managing Director Cambridge Wilkinson

"Great job Steve with putting this group together, it's been a tough year for everyone, but we managed to be there for each other"

Jordan Toder, Strategic Partner- Preservation Capital Partners

"Happy Holidays to all, I wish everyone a Happy and Healthy for the new year! To Linda, Thank you, you are a breath of fresh air, cant wait to meet you in person!"



TESTIMONIALS

Spectorgroup

Category: *Architectural Services*

Marc B. Spector, FAIA

Principal/ Owner

mbspector@spectorgroup.com

IREON Zoom Holiday Party 12-17-20

Steve Kirschner texted Marc after the party:

"Enjoy your family holiday celebration tonight.

Sorry you did not get a chance to speak at the party tonight. Amazing what sharing our professional expertise, reputations, and the relationship that produced is why the unity of members in IREON is so valuable. Great being "partners" with you and most of all becoming trusted friends. So glad Steve Lifton brought us together".

Marc Replied:

Totally Agree!



June, 2019

Spectorgroup joined the IREON Network only a few months ago. We have found our fellow colleagues in IREON to be trusting, knowledgeable in their space and overwhelming engaging. It is an ideal platform to build and expand our national industry network.



TESTIMONIALS



**Category: Elevator Maintenance
Modernization & Services
Donald Gelestino, President**
Donald@Champion-Elevator.com

July, 2019

IREON has helped educate me in both my personal and business life since joining the group. Champion Elevator and I personally have built many GREAT relationships with a number of the members who have helped generate leads and close jobs. The group has been very beneficial for our company and the friends we made along the way have been amazing!

Remember "it's not the size of the group, it's the quality of its members and their willingness to network and help each other out – THAT IS IREON!"

BIG Thank You to Steve for his ongoing support and guidance!

Joe Corrado, Executive Vice President
j.corrado@Champion-Elevator.com

IREON Zoom Holiday Party 12-17-20

"Champion Elevator joined IREON from the beginning, we have made a ton of connections, thank you Steve. To Megan at MTG - Welcome to the group! You are joining a great group! Happy and Healthy Holiday to all!" - Joe Corrado, Executive Vice President



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