



The Glaser Family

Always There for Each Other and the Community

COVER STORY

By Jenna Caputo | Photos by Super Source Media and the Glaser Family

Daniel S. Glaser, Esq. knew since eighth grade he wanted to be involved in real estate law. It was a life focus that eventually brought him here to Clifton Park.

Growing up in Bohemia in Suffolk County on Long Island, Daniel enjoyed playing baseball and hockey. He went to college at SUNY Oswego, where he became an Orientation Guide for his dorm during sophomore year. As a guide, he helped incoming freshman with their luggage as they moved into the dorm. On this particular hot August day, he met Diana for the first time. After moving her in, they continued to meet up, attending picnics, lunches and events together. In November, they started dating and never stopped, eventually marrying. Daniel and Diana rented an apartment in Clifton Park while he attended law school at Albany Law. They fell in love with the area and decided to make Clifton Park their home. "It's close to everything and it's a great place to be if you get hungry!" Daniel says.

After graduation, he joined a real estate law firm,

gaining valuable experiences before opening his own firm. He has been in the industry for over 14 years now, recently celebrating the 10th anniversary of his own practice. Daniel continues to take Continuing Legal Education (CLE) seminars and to read the latest real estate literature to stay current on all that is happening in his area of law.

"I'm a real estate attorney and I love it!" he says. "I get to play a role in the biggest transaction of my clients' lives – buying/selling a home. While it can be stressful at times, I'm there for my clients from beginning to end, guiding them through every step of the process, making sure they understand what they need to be doing along the way and explaining the paperwork to them. I'm here to help keep things running smoothly and avoid the drama and surprises."

He loves being a part of helping his clients' home ownership dreams come true. This passion was the foundation for his firm's tagline – "Always With You" – because he wants his clients to remember that help is only a

phone call away at anytime. He knows that questions don't just happen between the hours of 9 and 5, so he tries to make himself available and respond to clients' questions as soon as possible. "I love answering questions because I know it's one less thing clients have to worry about," he says.



When not at work, Daniel enjoys volunteering, and supports many of the youth sports organizations in the community. He has a dry sense of humor and is always making people laugh, believing that laughter really is the best medicine. He takes great pleasure in playing golf and cooking in his spare time. "I love watching Gordon Ramsay cooking videos, then cooking the same food while using a British accent. I'm sure our food tastes the same," he jokes. Not only does he cook it, but he likes to eat it too. "I

have quite an appetite," he admits. "Although I don't plan on doing this again, I once consumed 19 lobster rolls in a 29-hour period. No, I didn't feel too good after that – but they're so delicious!"

When not in the kitchen, you may also find Daniel playing the guitar. A self-taught musician, he began by learning to play Dave Matthews songs in college, but for the last decade, he has become a huge Taylor Swift fan. "I am Taylor Swift's number one fan!" he laughs. "I'll often cite lyrics of her songs (along with track and album) in

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conversations I have... with everyone. I've seen her twice in concert and hope to meet her this year!! Fun Fact: I'll sometimes play a Taylor song on my speaker (quite loud), play the guitar, and if I use my imagination, it's sort of like I'm playing in a concert with her! If I'm not 'in a concert,' then I'll sometimes just put a few chords together and make up my own songs. It's fun and relaxing."

Diana is a software engineer for IronNet Cybersecurity, Inc., specializing in front end web development. She loves photography, snapping pictures of the family as a hobby, as well as scrapbooking. Their family now also includes Alyssa and Alexi (13), Jake (11), Arabella (9), Avaleigh (7) and Toby (5), as well as two cats, three gerbils and two fish. The girls are all involved in gymnastics. Toby loves to play soccer, and Jake takes Taekwondo with Daniel. Jake is now a Junior Black Belt and Daniel is a Recommended Black Belt. He is looking forward to testing for his Black Belt this April. The kids are also all great artists, bringing home impressive projects from their various classes.

As a family, they enjoy going to a playground or park together, or out to shows or ice skating in the area. Having fun with his family is an important part of Daniel's life. He makes time not only for full family activities, but also to connect with his kids one on one. "I do the grocery shopping," he explains, "and each week, I take one of my kids with me to the store and we also get frozen yogurt. It's

great bonding time! They are my world. The kids often go out of their way to help each other and also to help others. It's so heartwarming to see them do this."

He reminisces about the time the older three kids had earned some money for their chores and wanted to go to the mall to spend it. They ended up at Game Stop and Daniel got a very pleasant surprise. "We were there about 20 minutes and they just kept talking about what game or toy they could get for their siblings instead of getting something for themselves. So they bought their siblings some toys and games with their own money. To witness that exchange when we got home got me misty-eyed. Parenting is not easy, but in that moment, I was like, 'Yep, we're doing something right! This is a great day!'" The kids have also been known to be very caring and generous with those outside of their family as well, sharing prizes with other children who didn't win at an arcade, among other things.

Daniel is so grateful for the opportunity to not only bring his family up in such a great community but to also be able to help his neighbors navigate making their dreams a reality as well. He has two important tips for anyone interested in buying or selling a home. First, find an actual real estate attorney that you are comfortable working with. Yes, any lawyer can represent you, but using a family friend in another field may end up hurting you in the long run. It's important for your lawyer to know the procedure inside out, as well as the specialized terminology and documents.

Scheduling could also be a concern. Since many attorneys that specialize in other areas of law spend a good chunk of their work day in court, trying to schedule the closing around their schedule can be very difficult. "I tell people to imagine they are in the unfortunate situation of needing heart surgery. Would they want a cardiologist to perform the procedure? Or, they could save a few bucks by using a podiatrist. They are both doctors, but one of them is likely not going to do a good job... or even worse, not even have a clue what they're doing!"

Second, remember that communication is crucial! He advises to always talk to your realtor and attorney and to be sure to ask questions all along the way so you can set realistic expectations.

And no matter what – in real estate or in life – keep positive. "Positive thoughts equal positive outcome," he says. "I'm a big believer in the power of positive thinking and that everything will work out if you believe that it will. Wake up and max out the day because tomorrow is not guaranteed." ■

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