



Dan & Lisa Shepard

Personalities Set to Help

By Jenna Caputo/ Photography by Tara Wiley Photography & Contributions from the Shepard Family

Dan and Lisa Shepard have lived in the Capital Region all their lives. Starting in Cohoes, Dan kept busy with all types of sports, but you could especially find him playing baseball, football and hockey. He hung out with the neighborhood kids in his spare time.

Hailing from Colonie, Lisa would often ride her bike or take the city bus to go off exploring her town. When at home, she liked to spend time with her mom and older sister.

Dan joined the Marines and worked as a military police officer from 1986-1991. Stationed in Hawaii most of that time, Dan received valuable training and became a multiple, expert rifle and pistol shooter, as well as a first class Physical Fitness Tester. He loved every minute of his experience there before being honorably discharged as an E-4-Corporal.

“For Christmas a few years ago, Lisa had my dress blue uniform put in a shadow box to hang up and purchased me a non-commissioned officer’s sword to go with it. Being a young, poor Marine back then, I couldn’t afford to buy it when I was in. The Marines was the best decision I ever made in my life!” says Dan.

After the Marines, Dan worked as an Albany County Sheriff as both a Correction Officer in the jail and a Deputy Sheriff, as well as a

school officer at Burnt Hills High School.

He then started Silver Platter Catering. Owning a New York City style hot dog cart, they provided a lot of outdoor catering for graduation parties, corporate picnics, rehearsal dinners and brokers’ opens and open houses, serving everything from hot dogs and hamburgers to chicken, steak and sausages. They had a lot of fun and met a lot of great people.

In fact, catering one party in particular changed the whole course of Dan’s career. This particular party was for a real estate broker who ended up liking Dan’s personality and told him he should get into real estate. Since it was something he was interested in anyway, he took the course and got his license, then went back and asked her for a job. After working for her for six months, he then switched to Miranda Real Estate and studied under Willie Miranda, learning all the ins and outs of how to be a great realtor.

In the meantime, Lisa was working in corporate America, starting with Sears Roebuck routing technicians, before switching to a local HVAC company after Sears closed the local office. After being downsized, she worked for the State and helped Dan with his real estate on the side. Eventually, she took the online course and took on clients of her own, beginning to enjoy it more and more.

They created their own brokerage firm right here in Clifton Park and moved to the area to be close to everything in their community. All in 1 Realty Services, LLC is a small, independent brokerage to help clients with all types of realty services, whether they are first time buyers or renters, those upgrading or seasoned investors looking to buy or sell multiple properties or commercial deals.

They have really enjoyed the opportunity to meet many great people in the area and to help their clients achieve their goals in owning a home. It is a career that never gets boring and provides a different challenge every day. This year marks their seven-year anniversary, and they will be hosting their 2nd Annual All in 1 Realty Charity Golf Outing to benefit the Albany Stratton VA Cancer Center and Stratton Inn.

Dan was diagnosed with Non-Hodgkin's Lymphoma in May of 2018, and the VA Center saved his life. They wanted to find a way to give back and to help other veterans and their families along the way. "The staff there are top notch and the most caring people you could ever meet," says Dan. "They really don't get the recognition they deserve."

Along with their medical services, the Stratton Inn lets veterans' families stay for free right at the hospital in rooms set up like a hotel. This allows them to bring their children, have meals provided, a room for the kids to play and a community room with computers and TVs as well as snacks and games. Last year's golf outing provided \$13,380 in donations. The money was split with the initial \$3000 going to the center to purchase new equipment. Since the center is also federally funded, the rest of the donation went to the inn to help redo their rooms to make them feel more comfortable and homier. They are hoping to increase that donation amount with this year's outing.

Dan and Lisa also sponsor the Pack the All in 1 Moving Truck for the Marine Corps Toys for Tots. Always looking for ways to help out, in the past, they have also served on the Board of Directors for the Missing and Exploited Children, volunteered to prepare Thanksgiving dinners at the Empire State Plaza and adopted a vet for the holidays.

In addition to selling real estate, they also invest in it by buying and flipping properties around the area. They have flipped eight houses in the last two years. "You learn a lot about houses when you completely gut them and rebuild them back to their full potential and beauty," says Dan. "What we love best about flipping is seeing the finished product and the reaction you get from the neighbors

and/or previous owners after they see the house brought back to life." They say that flipping isn't as easy as it looks on TV, and it's important to always first do your due diligence if considering taking on a flipping investment. It takes a lot of work to not only find the property and research the area, but also to figure out the repair costs and coordinate with the contractors to work in a timely fashion and stay within your budget.

Lisa is now a certified stager as well, and in addition to offering staging services along with their realty services, they are also expanding and obtaining their broker's license in the state of Florida so they can split their time between both locations and spend more time with Dan's mom, who lives in Venice, FL.

Dan and Lisa first met each other at the Saratoga Racetrack on opening day 2008. "I tell the story that I didn't win any money that day, but I hit the jackpot with her!" says Dan. Their family also includes Lisa's son, Steve McOmber, his wife, Sarah McOmber, and their children - Jake (21), Lucas (11) and Jack (4). Dan and Lisa also have a 9-year-old, pure-bred German Shepherd named Neiko.

When staying around the Capital District, they enjoy spending time in Saratoga going to the track or to Saratoga National in the summer or the Victorian Stroll at the holidays. They also love taking their grandsons to Lake George in the summer and playing golf at all the different courses in the area as well as supporting the many small local businesses our community has to offer. In Clifton Park, they like to relax around their pool, take Neiko to the Kinns Road dog park and enjoy family outings with the grandkids to Spare Time Bowling. A nice dinner out, then some games at the Racino



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They also love to travel, especially to warm places with beaches. Their favorite spot is Hawaii, where Dan had proposed to Lisa on the beach in Maui. “We think it’s one of the most beautiful places you can visit, and the beaches are second to none. Our second choice is Aruba. It’s as close to Hawaii as you can get without the 15-hour flight,” says Dan.

When not at the beach, they enjoy family fun trips with their kids and grandkids as well, like when they all went to Disney World to meet Mickey and to make a stop at Universal to check out the Harry Potter world.

In the past, they also worked with Right Direction, an intervention organization that transports children struggling with emotional or self-esteem issues, or come from drug

or alcohol abuse situations, to programs that can help them. As “Intervention Transporters,” Dan & Lisa would transport these troubled children of 11-17 years old, all over the U.S. to get them the help they needed. Over their seven years working with the program, they did over 100 transports and met a lot of great kids and parents along the way, along with a few difficult ones. It’s a challenging job that requires specialized training, but a rewarding one, knowing that you’re really making a difference for these people.

Dan’s Marine background has carried over into everything he does, and his motto of “Improvise, Adapt and Overcome!” has helped them achieve their goals. “Stay hungry and stay humble,” says Dan. “Never forget where you came from, and the harder you work, the luckier you get.” These mantras have helped them grow their business into a true success. Real estate is their passion and not just a career. For the Shepards, it’s a lifestyle. “Basically, everything we do in our life is revolved around real estate and helping our clients make a better life for themselves,” they say.

Along the way, it has provided many interesting situations, like finding a deceased tenant, or helping a client last minute move all the way to Myrtle Beach when her moving friend broke his arm the night before, but they absolutely love helping their clients and being a part of the Clifton Park community. “It is such a great place to work and raise a family,” they exclaim. “We feel we are fortunate to LOVE what we do and get to meet wonderful and interesting people on a daily basis. Our motto with our business is ‘Not Your Ordinary Realtors,’ and we live up to that name every day. We treat all our clients like family and believe in building long term relationships. There is a saying – ‘If you love what you do, you will never work a day in your life!’ We believe that because what we do really doesn’t feel like work to us. We are blessed to be able to do what we do and be successful!”

*For more information about All in 1 Realty, visit www.allin1realty.com/.
For more information about Right Direction, visit www.rdas.net.*

