



# Nunzio Del Greco, RCE

Nunzio Del Greco began his career as an Association Executive in 1983 as the Executive Vice President of the Bronx Board of Realtors. In October 2003, he celebrated his 20<sup>th</sup> anniversary as the Chief Executive Officer of the organization. During his tenure and administration, the Board has evolved and prospered tremendously.

An extensive menu of services has been developed, promoted, and continues to be improved to expand membership in all categories. Networking events, business referrals and publications are continually fine tuned to generate significant non-dues income for the association. The networking events have become renowned in the business and real estate community throughout the New York metropolitan region attracting over 800 companies and professionals.

As a result of membership development and annual surpluses through administrative continuity, a significant milestone took place in 1992 for the first time since its founding in 1924 with the purchase of prime commercial property, 1867 Williamsbridge Road, as the official home of the organization. The Realtor Building stands as a monument to its solid growth and continued success.

In 1995, Del Greco served as Chairman of the New York State Association of Realtors' Association Executives Committee. He promoted communication, sharing ideas and local issues between Executives statewide. The Annual Association Executive's Seminar was expanded to include national speakers. In January 1997, the National Association of Realtors (NAR) approved the expanded jurisdiction for the Board to include the Bronx and Manhattan. In October 1997, NAR approved the name change to Bronx-Manhattan Association of Realtors to reflect the new territory. As an accommodation and agreement with NAR in May 2002, the Board changed its name to the Bronx-Manhattan North Association of Realtors.

Del Greco holds a Master's Degree from St. John's University in Public Administration and was a Graduate Assistant in the Department of Government and Politics. He completed his Bachelor of Arts Degree from Queens College graduating with honors in Political Science. Del Greco has completed over 18 certificate programs from the National Association of Realtors and also earned the distinguished RCE (Realtor Certified Executive) designation. Nationally, RCE designees are the top 6% of Association Executives.

In New York State, he became the 3<sup>rd</sup> Association Executive to earn the designation and he was the 1<sup>st</sup> male Executive in New York with the RCE designation. Del Greco believes education is a life long process and he has fun learning new things every day.

In doing the research on the history of the organization, Del Greco discovered that he is the 13<sup>th</sup> Association Executive to serve in the position. Fortunately, he is not superstitious and in the Italian culture, the number 13 is good luck. He is the longest serving Executive in this organization with over 20 years of service. Del Greco was presented the 2004 Distinguished Service Award at the association's formal 80<sup>th</sup> Annual Banquet. He joins a very prestigious group of prior honorees.

According to Del Greco, "the keys for professional success are: great interpersonal and communication skills; broad knowledge base; being an effective facilitator and consensus builder; flexible and adaptable to change; a passion for getting things done; intuition; and last but not least, a good sense of humor". His hobbies include cooking, gardening and wine-making. He likes to laugh a lot and relieves stress through regular yoga and Qigong practice.

On a personal level, Del Greco is married to his wonderful wife Aureliana (Lana) for over 20 years and is the proud father of Robert, Stefanie and Christofer. The most challenging experience came in February 2005 with the diagnosis of his wife's breast cancer. She has since had a total mastectomy, hysterectomy, reconstructive surgery and is continuing with medication until her cancer is considered in remission. Unfortunately, cancer impacts the entire family.

Accepting the reality that bad things do happen in life, Del Greco adopted the philosophy of "Always Moving Forward" on a personal and professional level. He prefers focusing on solutions to problems instead of spending valuable time and energy on the past. Del Greco lives and works every day with enthusiasm and passion.

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