



Nunzio Del Greco, RCE

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Chief Executive Officer
Bronx-Manhattan North Association of Realtors, Inc.

Nunzio Del Greco began his career as an Association Executive in 1983 as the Executive Vice President of the Bronx Board of Realtors. On October 3, 2008, he will be celebrating his 25th anniversary as the Chief Executive Officer of the organization. Due to his exceptional tenure and administration, the Board continues to evolve and prosper tremendously. He is an intuitive problem solver and diplomatic mediator.

Del Greco has developed an extensive menu of programs and services for benefit of the membership. In addition to running the day to day operations of the association office, he produces four annual publications and the Realtor Professional Edge, a 16 page monthly newsletter. Del Greco also coordinates four major annual networking events. During Del Greco's tenure, a distinguished list of Guest Speakers to the Annual Banquet have included New York City Mayor Michael Bloomberg; former Mayor Rudolph Giuliani; former first lady and Senator of the United States Hillary Clinton; Congressman Charles Schumer now Senator; New York City Comptroller William C. Thompson; New York City Police Commissioner Ray Kelly; Secretary of State Hon. Randy Daniels; Bronx Borough President Adolfo Carrion; Sandy Treadwell, Secretary of State for New York; Dominic Chianese "Uncle Junior" of the Sopranos and others. Leadership from the National Association of Realtors has also attended including: President Tom Stevens in 2006, President-Elect Richard Gaylord in 2007 and President-Elect Charles McMillan in 2008. The networking events have become well renowned in the business and real estate community throughout the New York metropolitan region attracting over 1,000 companies and professionals.

He has created and fosters a culture of inclusiveness encouraging members to get active on committees and cultivate business relationships. Networking takes place at every meeting. Del Greco is constantly looking to recruit future leaders for the association. The Board of Governors has evolved into a dynamic group of professionals truly proud to serve the organization. There exists such camaraderie that members of continue their conversations even well after meetings end. There is also a waiting list for members to serve on the Board of Governors which is remarkable in our society today.

Del Greco has relocated the organization's headquarters twice since 1983. 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. A lot of change has taken place in the past 25 years driven primarily by technology. Del Greco has embraced technology and welcomes the challenges that change brings daily.

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. He is currently a strong advocate and supporter for Data Sharing between the local Realtor organizations in the New York City region. Del Greco is also an editorial writer on a regular basis for the New York Real Estate Journal.

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 3rd Association Executive to earn the designation and he was the 1st 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.

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.

In doing the research on the history of the organization, Del Greco discovered that he is the 13th 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 25 years of service. Del Greco was presented

the 2004 Distinguished Service Award at the association's 80th Annual Banquet. He joins a very prestigious group of prior honorees.

Del Greco has been very active in his community coaching youth soccer and basketball. He continues has been supportive of a number of charities including: American Cancer Society; Susan G. Komen Breast Cancer Foundation; ALS Walk at Eisenhower Park; Avon Walk for Breast Cancer at Jones Beach; Camp Good Days & Special Times; and Community Mainstream Associates.

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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