

SIBOR Election Meeting 8:30am-12:30pm (Thursday) October 24, 2019

MEET THE REALTOR® CANDIDATES

For 2020 SIBOR Director



Dawn M. Carpenter, CPM – Broker/Owner, Dawning Real Estate, AMO

Dawn Carpenter was the 2017 President of the New York State Association of Realtors (NYSAR) and a Past President of the Staten Island Board of REALTORS (SIBOR).

A REALTOR for 20 years, Dawn was recognized as SIBOR's REALTOR of the Year in 2008 and as NYSAR's REALTOR of the Year in 2011.

Dawn served as the 2016 Chair of the National Association of Realtors (NAR) Property Management Forum, 2018 Chair of the Large Commercial Firms Advisory Group and will be the 2020 NAR Vice Chair of the Realtors Property Operations Committee. She is a Golden "R" RPAC Hall of Fame member.

Dawn serves on the Institute of Real Estate Management's (IREM) 2019/2020 board as a Senior Vice President. She is a Past President of the IREM Greater New York Chapter #26 and was its Certified Property Manager of the Year in 2008.

"Members First!"

- Dawn Carpenter

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Philip A. DeCarlo – Associate Broker, Ozana Realty Group.

For 15 years, Phil DeCarlo was immersed in the health care field and served in several positions, including Director of Business Development. In this capacity, he worked with pharmaceutical manufacturer partners to develop patient support programs to help patients stay adherent to their medication regime.

In the 10 years prior, Phil worked in publishing. As an Associate Publisher, his role included strategic sales direction and insights for the advertising sales team. He also worked as a liaison to the editorial team in a cross-collaborative effort with other stakeholders to develop special magazine editions, and custom published magazines in healthcare, home construction/remodeling.

Phil has been a real estate investor for many years, purchasing his first investment property at the age of twenty-two. In 2014, he received his Real Estate license. Phil served as a SIBOR director from 2017-2018 and remains actively involved on this year's Bylaws, Budget & Finance, Professional Standards and YPN Committees.

Phil is also involved on the state level and currently serves as a director for the New York State Association of Realtors (NYSAR).

"For over 30 years, I have been intrigued by real estate, first as an investor, and now as a career. Today, I am as passionate about real estate as when I purchased my first property.

As I reflect upon my life accomplishments, I realize that it's important to give back and that's why I have involved myself with both SIBOR and on the state level with NYSAR. As I've traveled as a Realtor volunteer, one thing is clear to me; that the wonderful people I've met share a common goal in support of the memberships we serve.

I respectfully ask for your vote to serve again as a SIBOR director in 2020-2021. I have the ability to reach across the aisle, listen to both sides and cast a decision that is for the benefit of all, and assure you that if elected, I will always put the needs of our membership above all else, while balancing the needs of the organization.

On a personal note, I have been married for more than 30 years to my wife Lisa who is a high school guidance counselor. Together we've built a wonderful life, and the fruits of our labor have provided us many reasons to feel blessed including our proudest accomplishments, two children and two grandchildren.

Thank you for taking the time to read my message and in advance for your vote!"

- Phil DeCarlo

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Michael Dukhovny – Broker/Owner, United National Realty

Upon first getting his real estate license, Michael briefly worked at Coldwell Banker Hometime and Infinity Brokerage. He then opened ReMax United. After many successful years with the franchise, Michael opened United National Realty, a company specializing in residential real estate, commercial real estate, business sales, and corporate leasing throughout the five boroughs of New York City and the Poconos.

Michael currently serves as a SIBOR director and is an active member of his community. He is fluent in both English and Russian.

"When Honesty and Professionalism count!"

- Michael Dukhovny



Alexander Levin – Broker/Owner, NextHome Prestige

Alex has been a Staten Island resident since 1994. He obtained his Real Estate License in 2001 and briefly worked for "One Call Away Realty" in Brooklyn, N.Y., then "ERA Master Realty" and "Homes R Us Realty".

In 2004 he opened Staten Island Dream House Realty. In 2016 he became a Franchisee with NextHome, and now he's NextHome Prestige Realty. His company specializes in residential real estate, land research, new construction and investment properties.

His past SIBOR participation has included serving on the Builders Interaction Task Force and Commercial Real Estate Exchange Committee.

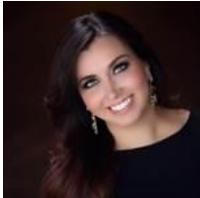
Alex Levin was born in former USSR, lived in Israel and moved to USA in 1990. He holds dual citizenship, has an Associate degree in Electronics from Technion, Israel, and speaks 3 languages fluently: English, Russian, Hebrew.

"Humans over Houses"

- Alex Levin

MEET THE REALTOR® CANDIDATES

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Erica A. Orlando – Associate Broker, Cornerstone Realty

Erica started her Real Estate Career in Manhattan over 7 years ago as a member of the Real Estate Board of New York (REBNY), where she worked as both an agent and a trainer. After moving her business to Staten Island and joining the Staten Island Board of Realtors, Erica immediately became active on the board by joining the Young Professional's Network, Realtor Day, Installation and Holiday Party Committees.

In 2016, she was selected by SIBOR to attend NAR's Annual Conference in Washington, D.C. Erica served on the Realtor Day Committee for 5 years, 1 of which she served as Co-Chair and 2 as Chair.

During her time serving on the Realtor Day Committee, Erica focused on bringing in new vendors to create more opportunities for the members to expand their ever-growing businesses.

Erica chaired the Broker/Agent Roundtables in 2018 where educating the Real Estate Community was the main goal. While serving, Erica continued to work in the field and earned a Top Producer Award in 2017. Erica was elected as Director of the Board of Realtors in 2017.

"It has been my honor to serve the Board for the past two years. In my first year, as Chair of the Roundtable Committee, we brought topics to the members that were timely and pertained to issues that affected their business and the market."

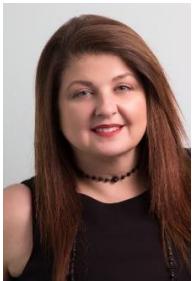
"Last year, as Chair of the Realtor Day committee, my goal was to provide a unique experience for members including new vendors that would provide opportunities for members to enhance their businesses. We were able to raise non-dues revenue, which the Board was able to use as a benefit to the membership as a whole."

"I would like to continue to serve the Board over the next two years as we tackle current changes to our industry and those headed our way."

- Erica Orlando

MEET THE REALTOR® CANDIDATES

For 2020 SIBOR Director



Annmarie Triolo – Broker/Owner, Prodigy Real Estate

At 24, Annmarie Triolo left Corporate America to attend Manhattanville College, graduating in 1998 as Cum Laude with a BA in Political Science/Legal studies. Afterward, Annmarie worked as a Paralegal in the White-Collar Fraud Unit for the Manhattan District Attorney. She served there in the height of the shakedown of Wall Street for pump and dump schemes found in companies such as Bear Sterns and A.R Baron.

Upon her divorce in 2006, Annmarie started as a part time licensed salesperson, later committing to full time right before the crash of 2008. As a single mother, Annmarie was forced to navigate through tough market conditions and the rise of technological disruptors in our industry. Through her passion and compassion, she successfully acquired several Top Producer awards.

In 2014, Annmarie became Broker/Owner of Triolo Realty Group where she successfully inspired, generated and coached brand new agents into the industry. Most recently, Annmarie merged forces with Josephine Licciardello and opened Prodigy Real Estate.

Annmarie's background has molded her into a tenacious advocate of unified education and professionalism in our industry. Her passion, innovativeness and creative thinking will benefit membership by increasing their value proposition to the public as a whole.

"These are trying times in our industry. The time is now for there to be a unified effort as SIBOR Realtors® to brand our membership as a whole. Instead of viewing the rise in technology as a disruptor to our industry, we should instead be taking advantage of these advances in order to educate the public and increase our value proposition. We need to take measures in order to instill once again, taking pride in service and professionalism as a Realtor®."

"I hold a great deal of pride and integrity in my profession and I am honest to a fault. If elected as your Director, it will be those attributes coupled with my ability to think outside of the box to remedy the difficulties we are currently facing. The ways of the old are no longer working. It is time to work together in stepping up our game. If you award me the honor of becoming Director, I will become your unwavering voice."

- *Annmarie Triolo*

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For 2020 SIBOR Director



George K. Wonica, CRB, CREA, CRPA, CRS, is the Broker/Owner of Wonica

Realtors and Appraisers, Inc., which was founded in 1971. George is also a licensed New York State Certified Residential Real Estate Appraiser, serves as an expert witness in Richmond County, Kings County and the Federal Court Systems and is a New York State licensed Mortgage Broker.

George is a retired U.S. Air Force Staff Sergeant. He served as 2006 National Association of Realtors (NAR) Region 2 Vice President, 2000 New York State Association of Realtors (NYSAR) President, 1994-1995 NYSAR Regional Vice President, and 1991-1992 SIBOR President. He was the first appointee of the NYS Board of Real Estate (Real Estate Commission) serving from 1996-2009.

He was inducted in 2013 to the RPAC of New York Hall of Fame and was selected as NYSAR's 2013 New York State REALTOR of the Year. George also has been awarded the Louis R. Miller's 2011 Business Leadership Award, NYSAR's Lawrence B. Caldwell 2005 RPAC Service Award, and was SIBOR's 1993 Realtor of the Year. He is a past president of the Kiwanis Club of Staten Island, and a past Lt. Governor of the Kiwanis Club Metropolitan Division.

"When Experience Matters"

- George K. Wonica