

NEW YORK EDITION

# TOP AGENT

MAGAZINE

*Keeping  
in touch —*

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Turning Your Profession into a **PASSION**

How to Incorporate Current Events to Your Email Blasts and Stay Relevant

COVER STORY

JOHN & BARBARA  
GANDOLFO



## JOHN & BARBARA GANDOLFO

*"We truly care about our clients and always keep their best interests in mind. I think our honesty, integrity, professionalism and our knowledge of the industry and proven track record are all things they appreciate about us."*

With nearly half a century of combined experience, husband and wife Brokers John and Barbara Gandolfo have what it takes to make their client's real estate dream come true. The pair's sincere, friendly, and welcoming demeanor, along with their impeccable work ethic and vast industry knowledge, have endeared them to their many buyers and sellers on New York's Long Island.

Barbara, a former hairdresser, began her journey in real estate twenty-three years ago upon relocat-

ing from Queens to Long Island. "I had always had a love of the industry," Barbara recalls, "so I decided to get my license." Initially working part-time while continuing to do hair, her business soon reached such an impressive level of success that it required a full-time commitment. The two met each other when John entered the industry a couple of years later, signing on with Century 21, where Barbara was also working. "In my first year, I hit the ground running, and was awarded Rookie of the Year my first year, and my



second year I was awarded Top Producer at the company," says John. John found not only success in business, but also in his personal life, as he and Barbara soon fell in love, married, and have been a formidable duo ever since.

Selling primarily in South Nassau County, John and Barbara have raised the bar for customer service, a fact made abundantly evident by their

impressive rate of repeat and referral business, which consistently hovers around 95%. "Our customers continue to return to us and refer new clients because we truly love what we do," says Barbara. "We always make ourselves available to them. We know the communities, we know the people. We're not just selling them a house, we're also selling them the entire area." John concurs: "We truly care about our clients



and always keep their best interests in mind. I think our honesty, integrity, professionalism and our knowledge of the industry and proven track record are all things they appreciate about us.”

John & Barbara’s amazingly high approval rating, highlighted by both achieving the President’s award from C21, only achieved by 1/10th of 1 Percent of all agents since its Quality Service Award and Centurion Awards Combined.

The solid relationships John and Barbara establish with their buyers and sellers transcend the closing table, and they work hard to nourish and maintain them. “We’re always in touch with them,” says Barbara. “When they’re having a child, or when they’re renovating a house, we’re there for them, whatever they might need.”

Expert, thorough marketing has also played a large role in John and Barbara’s continuing and ever-growing success. The two of them are remarkably hands-on when preparing a property for sale, working with the seller to de-clutter or even paint a house when necessary. “First impressions are incredibly important,” says John. High-end photography and video are utilized to great effect, and their listings are propagated to over 800 websites and social media platforms to ensure each is seen by as many potential buyers as possible, resulting in quick sales for top dollar.



While any agent can sing their own praises, the actual proof of a job well done is in the reviews they receive. As Premier Agents on Zillow.com, they have been the recipients of scores of five-star reviews, including this one: “My family and

*I had the pleasure of using John and Barbara Gandolfo to sell my family’s home. They were amazing! Always available to answer calls and all of our questions. They really made us feel like we mattered to them. I cannot say enough good*



*things about them. They are a real class act! Thanks again, John and Barbara.”*

When they aren't working, John and Barbara enjoy nothing more than spending time with family and friends. They are also committed philanthropists, and donate frequently to their company's charitable organization, the Heart of

American Homes Foundation. They also provide frequent support to in-need members of the community.

John and Barbara's plans for the future are fairly simple: to grow their business and to continue providing the amazing customer service that has become synonymous with their names.



For more information about John & Barbara Gandolfo, call 516-779-8423 or email [JohnGandolfoSells@gmail.com](mailto:JohnGandolfoSells@gmail.com)

United American Title Agency  
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## BARBARA & JOHN GANDOLFO



on being featured for the State  
of New York in Top Agent Magazine!



**GEORGE RUSSO**

718-441-2027 | 718-441-2308 fax  
101-05 Lefferts Boulevard, Suite 201A,  
Richmond Hill, NY 11419