



North Central Jersey Association of REALTORS®

2024

INSTALLATION

GALA

JANUARY 25, 2024
THE PARK SAVOY



IMMEDIATE PAST PRESIDENT'S MESSAGE

JERRY TUSCANO

2023 NCJAR President

It has been an incredible privilege to serve as your President in 2023. The initiative of "Membership Matters" has been, and will remain, my unwavering focus as I step into the role of Past President in 2024.

Throughout my term, I took pride in spearheading two impactful Community Outreach programs. The first, "field trips for dogs" at St. Hubert's Animal Welfare Center in Madison, aimed to expedite the adoption process for shelter animals. I'm delighted to share that this endeavor proved successful, as the dog I worked with found a loving forever home. The second initiative was a partnership with the American Foundation for Suicide Prevention. Despite challenging weather conditions, our inaugural team walk at Verona Park in October received tremendous support from our dedicated members, affiliates, and staff, standing in solidarity with this crucial Foundation. I am committed to nurturing NCJAR's relationships with both these esteemed community partners in the years ahead.

Looking forward to 2024, I am wholeheartedly dedicated to assisting and empowering our members and our incoming President, Chris Coccia, to fulfill their vision. Collaborating closely with our leadership team, I am determined to curate a positive and engaging experience for all our members and business affiliates. Our goal remains to tailor programs and services that cater to your needs, ensuring your continued success. Let us never forget our pledge to maintain professionalism, ethical practices, and unwavering integrity in all our endeavors.

Thank you for your unwavering support, and I extend my sincerest wishes for a safe, healthy, and highly productive year ahead.

Immediate Past President,
Jerry Tuscano



2024 PRESIDENT'S MESSAGE

CHRIS COCCIA

2024 NCJAR President

Welcome to NCJAR's 2024 Installation Gala! I'm deeply honored to be your 2024 NCJAR President, and I encourage you to connect with me or any of our committed leadership team members.

A heartfelt thanks to our former President, Jerry Tuscano, whose dedication to "membership matters" will continue to guide us this year.

Looking ahead, our leadership team is dedicated to boosting your professionalism. We'll offer tailored classes, expert trainers, and vital growth opportunities for your business. Your input is crucial—we want to understand and address your unique needs. Covering diverse markets from Morris and Passaic to Union and Essex counties, we're committed to meeting every member's needs.

Improving communication is a top priority. Expect more engagement through our social media, app, and website. Stay tuned for informative videos showcasing NCJAR's benefits. In 2024, we're highlighting the essence of REALTORS® and the multifaceted roles we play in homeownership. We guide clients through complex transactions, coordinating a team of professionals like lenders, inspectors, agents, and more, sometimes taking on roles of mediator, stager, and confidant.

I'm genuinely thrilled and grateful to serve as your President. Thanks to my family, office team, colleagues, and the entire 2024 leadership team for their unwavering support.

May this year be filled with prosperity and growth for us all. Remember, our doors are open, and NCJAR is here for you.

2024 NCJAR President
Chris Coccia

NCJAR'S PAST PRESIDENT'S

Jerry Tuscano (2023)
William Flagg (2022)
Jairo Rodriguez (2021)
David Weisbrod (2005-2006, 2020)
Dennis DeCarlo (2010, 2018-2019)
Debra Flower (2019)
Philip Berman (2019)
Judith Mizzone (2018)
Susan Horowitz (2017-2018)
Susana Saraiva (2013, 2017)
Dana Williams (2017)
Michael DeDuca (2015-2016)
John Walters (2015-2016)
Carol Tangorra (2015-2016)
Robert Bailey-Lemansky (2013-2014)
Mary Ellen O'Boyle (2003-2004, 2013)
Ilene Horowitz (2013-2014)
William Linteris (2014)
George Finelli (2013)
Carol Van Savage (2011-2012)
Michael Hawley (2011-2012)
Wendy Worthy (2011-2012)
Joanne Stewart (2011-2012)
Kevin Kinney (2010-2011)
William Flagg (2009-2010)
Jo-Anne Mitchell (2009-2010)
Lorraine Kopacz (2004, 2010)
Lynne Mortimer (2008-2009)
Cindy Marsh-Tichy (2009)
Angela Sicoli (1997-1998, 2002, 2009)
Robert Katz (2007-2008)
Mary Ann Sgobba (2007-2008)

Diane Epp (2008)
Brunilda Borges (2008)
Erin Brown (2007)
Kenneth Ufret (2006-2007)
Joanne Tedesco-Kloud (2006)
Dan Shiver (2005-2006)
Terry Brannin (2005)
Ralph LaTorraca (2005)
Diana Bustamante (2003-2004)
Daniel Norton (2004)
Lori Monaco (2003)
Gary Large (2003)
Judith Gioia (2002)
Frank Anthony (2002)
Melanie Selk (2001-2002)
Margaret Timony (2001)
Camille Maas (2001)
Jose Cordova (2001)
Nina Kaeser (1995, 2000)
Maryann Brown (1999-2000)
Robert Oquist (2000)
Marie Episale (1997-1998)
Jacqueline Paterno (1994)
Dennis DiSabato (1993)
Daniel Bove (1992)
Patricia Tahan (1991)
Robert Lindsay (1990)
Patricia Wojtyszyn (1990)
Chuck Forbes (1987)
Clifford Garrigan (1982)
Mildred Halpern (1977)

NCJAR'S 2024 OFFICERS & TRUSTEES

PRESIDENT:

Chris Coccia, *Coccia Real Estate*

PRESIDENT-ELECT:

Michael Pennisi, *Coldwell Banker*

TREASURER:

Carolyn Bardach, *BHHS-Fox & Roach*

SECRETARY:

Melissa Florence Lynch,
Realty Executives

IMMEDIATE PAST PRESIDENT:

Jerry Tuscano, *C-21 Elite Realty*

PAST PRESIDENTS:

Bill Flagg, *ERA Queen City*

David Weisbrod, *White Realty*

Dennis DeCarlo, *C-21 Award*

Ilene Horowitz, *Coldwell Banker*

TRUSTEES:

Carol Tangorra, *Prominent Properties*

Irving Cham, *Coldwell Banker*

Lynne Mortimer, *Coldwell Banker*

Tezeta Roro, *Keller Williams Suburban*

Valeria Marin, *Coldwell Banker Liberty*

Natalie Lentini, *Coldwell Banker*

Judy Mizzone, *Realty Executives*

Todd Seward, *ReMax First Realty*

NAR DIRECTORS:

Angela Sicoli, *C-21 Award Agency*

John DiNizio, *Weichert Realtors*

Melanie Selk, *Re/Max Select*

Jeffrey Jones, *Amerisource Realty*

Debby Flower, *Valley Realty Co*

Bill Hanley, *Prominent Properties*

North Central Jersey Association of
REALTORS® Installation of Officers & Trustees
January 25, 2024

Honoring

CHRIS COCCIA

2024 President and Officers & Trustees

Program

Welcome

JEFF JONES

Flag Salute

JUDY MIZZONE

National Anthem

BILL HANLEY

Introduction of Invited Guests

ILENE HOROWITZ

2023 President's Remarks

JERRY TUSCANO

Installation of 2024 President & Trustees

GLORIA MONKS, NJR® 2024 PRESIDENT

2024 President's Remarks

CHRIS COCCIA

MISSION STATEMENT

To create a positive experience for its members through its passionate commitment towards education, timely information, cost-effective member services and programs, fellowship, and professionalism, while adhering to and promoting thereof the Realtor® Code of Ethics.

NCJAR STAFF

Mary Cano, RCE, Chief Executive Officer

Michelle Perrone-Epstein, RCE, Chief Operating Officer

Crystal Colón, RCE, Chief Innovation Officer

Nina Kaeser, RCE, Professional Standards Administration

Josephine Tirado, Membership Administrator

Bella Smith, Association Services & Locations Director

Adria Bieksha, Marketing Coordinator

Eva Jones-Brenn, Chief Membership Administration; RPAC Coordinator

Kacey Bloomfield, Membership Administration

Ella Mae Gading-Delacruz, Communications Director & Technology Specialist

Joan DellaPenna, Membership Administration

Justin Kirkland, Communications Coordinator

Karl Conrad, Communications Coordinator

Darrell Wilson, Member Engagement Coordinator

Karen Toto, Accounting Specialist

Donna Ryan, Broker - New Jersey Referral Network, LLC

CONGRATULATIONS NJCAR MEMBERS



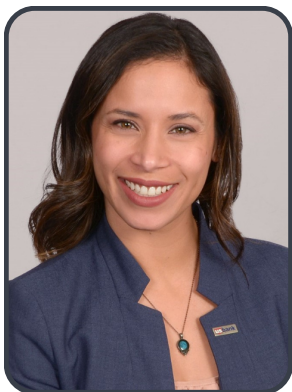
2023 REALTOR® OF THE YEAR
WILLIAM "BILL" FLAGG

ERA Queen City Realty
Scotch Plains



2023 ROOKIE OF THE YEAR
GEORGE A. CASTRO, IV

Premier Homes
NJ & NY



2023 AFFILIATE OF THE YEAR
ALISHIA TAIPING

Guaranteed Rate Affinity
Paramus

REALTORS® POLITICAL ACTION COMMITTEE (RPAC)

The National Association of Realtors® Political Action Committee (RPAC) is one of the strongest advocacy organizations in the nation for one reason: we have the best members. In politics there are players and victims. Investing in RPAC makes us players. Real estate is our profession, and politics is our business. Investing in RPAC allows us to determine the quality of our future in the industry.

Take a moment and imagine our industry without RPAC:

- Do you have the time to read through legislation at the local, State and National levels to determine how it will impact you and your clients?
- Do you have time to lobby lawmakers?
- How would the elimination of the Mortgage Interest Deduction (MID) impact your ability to sell homes?
- What if NAR hadn't worked with lawmakers to push for a 100% health insurance deduction for independent contractors?
- How many homebuyers would be locked out of the market without FHA single family and VA programs, as well as other Federal and State programs?



EVERY INVESTMENT MAKES A DIFFERENCE.
YOUR PARTICIPATION HELPS US CONTINUE THE FIGHT.

2023 RPAC MAJOR INVESTORS



**Carolyn
Bardach**



**Terry
Brannin**



**Erin
Brown**



**Michele
Chiles-Hickman**



**Christopher
Coccia**



**Dennis
DeCarlo**



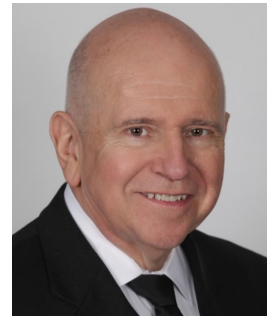
**Kristen
DeLeo**



**William "Bill"
Flagg**



**Melissa
Florance-Lynch**



**William
Hanley**



**Jeffrey
Jones**



**Jo-Anne
Mitchell**



**Judith
Mizzone**



**Lynne
Mortimer**



**Jairo
Rodriguez**



**Angela
Sicoli**



**Walter
Smolenski**



**Carol
Tangorra**

THANK YOU TO OUR SPONSORS!

CONGRATULATIONS

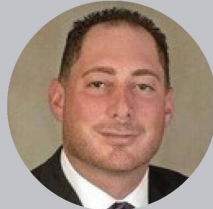
TO OUR BROTHER AND UNCLE

Chris Coccia

ON YOUR INSTALLATION AS PRESIDENT.

WE ARE VERY PROUD OF YOU AND LOVE YOU.

Phil, Gen, Nicole and Andrew



ANGELO STRAFACE

Branch Manager / Senior Loan Originator
NMLS 1488456

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Thank You!



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Locations

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