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| BROKERAGE FIRM |



A Position Of Leadership

Phyllis Pezenik "In order to really understand what your team is going through, you have to have been there..." **DJK Residential**

Real estate veteran and industry leader, Phyllis Pezenik, president and managing director of DJK Residential, has developed the company into one of the most successful brokerage firms in New York City.

Recently named among the top-10 boutique brokerage firms by *The Real Deal*, DJK has grown to be a dynamic firm with a team of seasoned professionals that dominates the rental, sales and relocation sectors, under the guidance of Ms. Pezenik.

For over thirty years, Ms. Pezenik has successfully built an international real estate reputation with a foundation of integrity, compassion and faultless execution. Prior to her leadership position at DJK Residential, she reinvented herself many times as a respected real estate entrepreneur and professional.

Born in New York, Ms. Pezenik spent much of her life in Old Westbury, an exclusive neighborhood in Long Island, as well as in Manhattan's Upper East Side, where she has resided for many years.

Early in her career, she and her late husband Richard developed a highly successful multi-million dollar architectural and engineering design firm, which specialized in commercial and residential design.

Ms. Pezenik oversaw all facets of each

project, and managed the firm's overall communications, operations and staff. Many of the company's most prominent projects included commercial buildings, beach clubs, country clubs and residences, etc. throughout the greater New York area.

During this time she also served the prestigious role as member, and then chairman, of the Old Westbury Board of Appeals, furthering her expertise in zoning.

After a successful career working in architecture and leading a prominent business, Ms. Pezenik went to work for a leading Manhattan residential brokerage where she consistently ranked as a top-producing broker, generating multi-million dollar results year after year.

Her hard work landed her a position as manager for several of the firm's offices. During this time, Ms. Pezenik created a stellar reputation for getting results, which brought her the loyal and trusting customer and client relationships she proudly maintains to this day.

"I am a strong believer that opening myself to a range of real estate endeavors and possibilities throughout my career, coupled with my experience working in the trenches, has allowed me to better

manage my team at DJK," said Ms. Pezenik. "In order to really understand what your team is going through, you have to have been there, and that will help guide them to the best possible solution and really become a mentor. This equates to a happy and prosperous team, which in effect creates a successful business."

To this day Ms. Pezenik continues to build her personal portfolio of real estate skills and certifications. In addition to running DJK, Ms. Pezenik serves on the board of director for MANAR and is President-elect for 2011.

She is also a Global Relocation Specialist with the Employee Relocation Council as well as a member of the Real Estate Board of New York, the New York State Association of Realtors and the National Association of Realtors.

Ms. Pezenik is also a featured lecturer at The Real Estate Academy of New York and the Touro Graduate School of Business.

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