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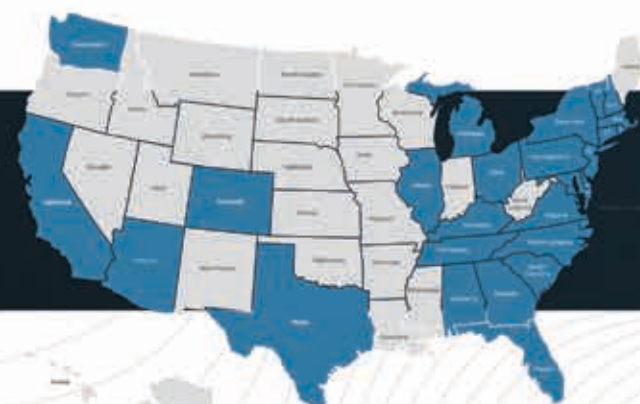
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Hello April, the Season of Possibility!

As spring blooms around us, April brings a sense of energy and endless possibilities. It's a time to celebrate the beauty of growth, explore new ideas, and continue the work that fuels our community's success.

We're also looking ahead to an exciting event—our **Summer Bash on June 5th!** Get ready for a night of great company, celebration, and summer vibes as we bring together the best in the industry. Stay tuned for more details—we can't wait to kick off the season with you!

As we move through April, let's reflect on this thought: *"The beautiful spring came; and when Nature resumes her loveliness, the human soul is apt to revive also."*

Wishing you a season of renewal, inspiration, and new beginnings!



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Danielle EVANGELISTA



BY GEORGE
PAUL THOMAS
PHOTOS BY
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Showing Up, Standing Out, & Staying True

Some real estate agents push sales. Danielle Evangelista builds relationships. With a mix of confidence, charm, and an easygoing approach, she has carved out a reputation as one of Long Island's rising stars in real estate. A co-leader of the Evangelista Team at Douglas Elliman, Danielle has spent the past decade proving that success doesn't have to come with high pressure—it can come with trust, consistency, and a genuine connection to the people she serves.

Her style is a breath of fresh air in an industry often defined by aggressive sales tactics. "I'm super laid-back and low-pressure," she says. "Which actually generates more business for me." And it's working. With a steadily growing sales volume, multiple Pinnacle Awards, and a loyal client base that keeps coming back, Danielle is redefining what it means to be a top producer.

From Franklin Square to Real Estate Success

Danielle's real estate journey started earlier than most. Born and raised in Franklin Square, New York, she grew up watching her mother, Kathleen, navigate the industry with skill and dedication. "I was always listening and absorbing," she says. "Real estate was just part of my world."

While earning a bachelor's degree from Adelphi University, Danielle had already begun learning the ropes. Unlike many who enter real estate after other careers, she jumped in at 18, gaining hands-on experience while still in school.



Danielle with her Realtor mom, Kathleen

Her early jobs—as a cashier and restaurant hostess—gave her valuable experience in customer service and communication. "I was always around people," she says. "Those roles helped me learn how to connect quickly, which is huge in real estate."

But it was her mother's example that sealed the deal. "She balanced a successful career with being a great mom. Seeing that made me realize you can have it all."

Now, many of the people Danielle grew up with are her clients, a full-circle moment that reflects her deep community ties.

A Relationship-First Business Approach

In an industry known for high-pressure sales, Danielle takes a different path. "There's this idea that you have to be super aggressive to succeed," she says. "I've found the opposite to be true. I focus on being present, available, and approachable." Many other agents want to work with me, which, in the end, helps my clients.

This client-first approach has led to lasting relationships. Buyers and sellers continue to reach out long after closing—not just for real estate advice but for recommendations on everything from contractors to the best local restaurants. "I become their go-to person," she says. "That's the kind of connection I want."

As co-leader of the Evangelista Team, Danielle is also focused on mentoring agents. "We're not just selling homes—we're building a team that values relationships over transactions."

High Sales, High Standards

Despite her relaxed style, Danielle delivers results. Her team consistently ranks among Douglas Elliman's top producers, closing \$50 to \$55 million in sales annually with a goal of increasing by 10% each year.

She and her mother have been recognized with multiple Pinnacle Awards, and in 2020, Danielle was named one of Long Island's 20 Under 40 real estate professionals. But for her, success isn't just about numbers.

“Helping someone buy a home is one of the biggest moments in their life,” she says. “Being the person they trust to guide them through that is what makes this job so fulfilling.”

Beyond Real Estate

While real estate keeps her busy, Danielle makes time for the things that matter most—family, fitness, traveling, and giving back.

With two sisters and a large Italian family, gatherings are a big part of her life. “Sunday dinners, trying new restaurants, or just hanging out—it’s what we do,” she says.

She also prioritizes wellness. “Every morning, if the weather allows, I start my day with an outdoor walk. It’s my version of therapy. I listen to a podcast or music and get my mindset right for the day. I also have a deep love for traveling and learning about different cultures. I’m naturally curious about the world and all it has to offer.”



Giving back is another priority. Each holiday season, she helps organize Thanksgiving and Christmas food drives through her office. “Instead of just donating money, we actually shop for the food, put the meals together, and deliver them. It’s a small effort that makes a big difference.”

Bigger Goals, Bigger Impact

Danielle has always had a clear vision for her future—both personally and professionally.

Her real estate dream? Building a diverse property portfolio, including a house on Long Island (already checked off), a home in the woods, and a beachfront retreat. “I’ve always wanted that mix,” she says. “And real estate is helping me make it happen.”

On the business side, she’s focused on growing alongside her mother while staying true to their brand. “It’s not about just getting bigger—it’s about growing the right way, keeping our business family-oriented, and always delivering top-tier service.”

A unique part of their brand is their annual client appreciation

party, which has grown to include over 100 past clients. “It’s a big cocktail party at a restaurant we love—great food, music, and an open bar,” she says. “It’s something people genuinely look forward to and helps us stay connected in a real way.”

For those looking to break into real estate and rise to the top, Danielle has one key piece of advice: There are no shortcuts.

“There are no shortcuts. In my first four years, I was in the office five days a week, doing open houses, learning from experienced agents, and putting in the work. You can’t succeed if you don’t show up. How you carry yourself matters—dress well, speak with confidence, and make a strong first impression. There’s no set playbook in real estate. You have to create your own structure and take action every day.”

With that mindset, Danielle Evangelista continues to grow her business on her own terms—by staying genuine, putting people first, and proving that real estate isn’t just about closing deals but about opening doors to lasting relationships.

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Carolina BOUCOS

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BY GEORGE PAUL THOMAS
PHOTOS BY CHRIS AT DYNAMIC MEDIA SOLUTIONS

Carolina Boucos, an experienced and dedicated REALTOR® with Daniel Gale Sotheby's International Realty, has built a reputation for professionalism, confidence, and a deep knowledge and passion for the industry. With a background in sales and marketing, as well as a keen eye for research and detail, she brings a unique perspective

to real estate. Outgoing and creative, she thrives with a passion for helping clients navigate one of the most significant transactions of their lives. As the matriarch of her family, she carries a strong sense of leadership, discipline, experience with results and humor—qualities that have made her a trusted name in the real estate market.

A Journey of Growth

Originally from Manhattan, Carolina began her professional career as the Marketing Director of Sales for a recruiting firm in outside sales with clients from major corporations. The fast-paced environment of Manhattan's business world equipped her with strong organizational skills, strategic thinking,

and the ability to manage high-stakes negotiations. Working for a Hampton real estate company out east allowed her to do different real estate transactions, from commercial real estate sales to vacant land and cottages to castles.

“Raising a family and maintaining structure in my home life has been a key part of my journey,” she shares. After raising her family in Bayside, she became an empty nester and moved out east. Twenty years ago, she and her family settled on the North Shore's Gold Coast of Long Island. Joining Daniel Gale Sotheby's International Realty equipped her with valuable tools that helped her create a successful business.

Carolina emphasizes that her personal experiences—raising four daughters and managing the responsibilities of homeownership—truly prepared her for a career in real estate. “I understand the emotions behind each transaction, and I strive to make the process as seamless as possible for my clients, from start to closing.”

A New Chapter in Real Estate

In 1997, after many years in Manhattan, Carolina made the decision to move out east on the Twin Forks, marking the beginning of her real estate journey. It was a natural transition, combining her love for research, marketing, and connecting with people. She quickly excelled in the field, becoming an Associate Real Estate Broker after just the second year.

Her dedication and success in the industry have spanned over two decades, with her expertise only growing stronger. “I knew from the beginning that real estate would be a long-term career for me,” she says. “My dream was to build meaningful relationships, and today, I am grateful to my loyal clients. I'm proud to see my daughters and even my grandsons follow in my footsteps. Three generations in real estate—it's an incredible feeling.”

Consistently Delivering Results

Carolina works as a solo agent but collaborates with her daughters, Janine Fakiris and Giselle DiMasi when needed. Her success in real estate is evident in her impressive sales numbers—\$15.5 million in total volume last year, with a projected \$12 million for the current year.

Her achievements have not gone unnoticed. She has earned prestigious accolades, including the Gold Circle of Excellence, for many years and has been recognized as a third-place unit leader and third-place listing leader within her Locust Valley office in 2023. These accomplishments are a testament to her commitment to excellence and her ability to deliver outstanding results for her clients.

Carolina believes her ability to relate to clients, both sellers and buyers, on a professional and personal level is what makes her stand out in the competitive real estate market. “Buying your first home or selling a property for the first or second time can be overwhelming,” she explains. “I take the time to listen, educate, and guide my clients through every step from start to closing and then some. Change can be difficult for some; however, I help them transition smoothly to their next chapter. Always keeping in touch with all my clients, I find it wonderful to see how they have been enjoying their new homes.”

Her extensive knowledge, adaptability, and ongoing awareness of market trends and technology ensure that every client receives top-tier service. She is known for her sharp negotiating skills and a keen eye for detail, successfully overcoming many objections with her unwavering experience and commitment to her client's success.

A Life Beyond Real Estate

At the heart of Carolina's life is her family. She is a proud mother of four daughters and a grandmother to eight grandchildren—five boys and three girls. Family gatherings, especially



Sunday dinners and vacations, are a cherished tradition, allowing her to stay connected with her loved ones despite her busy career.

Outside of work, she enjoys traveling, practicing yoga, and painting in oils—a hobby that allows her to express her creativity. She is also passionate about Feng Shui and enjoys incorporating its principles into staging homes for sale.

Carolina is also dedicated to supporting her local community and is involved in many different charities. She is also committed to the Glen Cove Animal Shelter, where her daughter, Janine Fakiris, serves on the board. “Fundraising is so important for the shelter,” she says. “Helping animals find a safe and loving home is something I deeply care about.”

Her commitment to philanthropy reflects the same compassion and dedication she brings to her real estate career—always striving to make a meaningful impact.



A Vision for Growth and Connection

Looking forward, Carolina is focused on continuing to expand her real estate business through her network of Sotheby's affiliates around the world. Referrals and global connections are key to her long-term strategy, ensuring that she can provide her clients with access to the best opportunities, whether they are buying or selling locally or internationally.

She also takes great pride in mentoring and inspiring the next generation with real estate or life in general, including her family members who have joined the industry. “Real estate is a journey, not a destination,” she says. “It’s about continuously learning, growing, and helping others achieve their dreams. It’s about life.”

For those looking to succeed in real estate, Carolina Boucos offers simple but powerful advice: “Stay focused and go for the gold—Gold Circle of Excellence.”

Her journey proves that with dedication, resilience, and a passion for the industry, success is not just achievable—it’s inevitable.

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Kimberly

BY GEORGE PAUL THOMAS
PHOTOS BY CHRIS AT DYNAMIC
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Filardi

The Art Of Balance, The Heart Of Success

Kim Filardi walked into her old elementary school, not as a student but as a teacher, fulfilling a childhood dream. Little did she know, this would only be the beginning of her journey to becoming a top real estate agent.

Her story begins in Huntington, New York, where the seeds of her passion for community, family, and service were first planted. Born and raised in this tight-knit town, Kim thrived in an environment that celebrated connection and support. Her journey from a fifth-grade classroom teacher to the number-one real estate agent at Signature Premier Properties is a testament to her unwavering

dedication, adaptability, and the values she holds dear.

A Teacher's Foundation

After earning her bachelor's degree in education from Cortland College and a master's degree from Stony Brook University, Kim fulfilled a lifelong dream by securing her first teaching job at Maplewood Intermediate Center in the South Huntington School District. The role was especially meaningful: Kim had once been a student in this very school, learning alongside the same teachers who would later become her colleagues.

"It was an honor and a dream come true," she

recalls. Teaching fifth grade allowed her to embrace her nurturing personality and patience, qualities that would later serve her well in real estate. "I've often heard that teachers make the best Realtors, and I wholeheartedly agree. Both professions require an ability to think on your feet, adapt quickly, and truly understand the needs of those you're helping."

Her teaching career, however, was just the beginning of her professional journey. After marrying her junior high school sweetheart, Gerald, in 1998, Kim's focus shifted to building a family. When their first son, Gerald

Jr., was born in 2000, she made the heartfelt decision to leave teaching to care for him full-time.

A New Path

Although she stepped away from the classroom, Kim stayed connected to education by tutoring from home. It wasn't long before an unexpected opportunity arose. Her youngest sister needed help finding her first home, which prompted Kim to obtain her real estate license. What started as a personal favor quickly grew into a professional passion.

"I never expected to love being an agent as much as I did," Kim admits. The flexibility of real estate

"I've often heard that teachers make the best Realtors, and I wholeheartedly agree."





allowed her to balance work with raising her sons, Gerald Jr., Jack, and Joseph. “It was the best decision I ever made. My children are my greatest accomplishment, and I’m so proud I was able to care for them myself while building my career.”

For the past 12 years, Kim has been the top agent at Signature Premier

Properties’ Dix Hills office. She achieved the remarkable distinction of being the number one agent in the entire company, both in gross commission and volume, having sold 600 homes to date.

Kim’s journey hasn’t been without its challenges, but her approach to balance has been key. By staying

organized, preparing thoroughly, and focusing on her priorities, she’s been able to excel both professionally and personally.

“I’m not one for television or extra activities,” she says. “I take care of my responsibilities and focus on what matters: my family and my clients. A clean, organized home base allows us all to succeed.”

Her dedication extends to her professional network. As a member of Long Island Professionals on Demand (LIPOD) for 13 years, Kim values the trusted relationships she has built with like-minded entrepreneurs. “We not only refer each other but support each other personally and professionally. It’s been an integral part of my business.”



A Family-Centered Life

Kim’s family is the cornerstone of her life. She married her junior high school sweetheart, Gerald Sr., in 1998. On their 10-year anniversary, Gerald Sr. surprised her with an engagement proposal at the school where she was teaching—a moment she cherishes to this day.

Their oldest son, Gerald Jr., now works in commercial real estate, sharing a love for the industry with his mother. Her middle son, Jack, a senior at Auburn University, is preparing for law school, while her youngest, Joseph, excels as a student-athlete at Syracuse University, playing both football and lacrosse.

“We’re a very close family, and I’m grateful for the bonds we share,” she says. From traveling to hosting family gatherings, cooking together, and cheering on their favorite sports teams, the Filardis’ time together is filled with love and laughter. “Nothing makes me happier than feeding my family food they love,” Kim adds with a smile.

Her extended family is equally important. As one of four sisters, Kim cherishes the relationships she has with her siblings and their families, as well as her in-laws, nieces, and nephews. “Family time is the best time,” she says.

A particularly strong influence in Kim’s life is her father, a retired NYPD officer who now resides in Myrtle Beach. A man of deep faith and wisdom, he has been a tremendous

source of strength for her and her boys. His advice and support have meant the world to her, shaping the values she holds dear. In February, he celebrated his 82nd birthday—a milestone that made Kim even more grateful for his guidance and love throughout her life.

Faith and Community

Kim’s faith has been a guiding force throughout her life. A parishioner at St. Elizabeth Roman Catholic Church, she has deep ties to the church where she met her husband, exchanged vows, and watched her sons receive their sacraments. Today, she serves as a catechist and an Extraordinary Minister, offering her time and care to her parish community.

“
I find great comfort
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It’s a foundation
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me through every
stage of life.”

“I find great comfort in my faith,” Kim says. “It’s a foundation that has supported me through every stage of life.” Looking ahead, she plans to deepen her involvement in the church over the coming decades.



Kim’s ultimate goal is to continue building her legacy of trust, excellence, and service. Whether she’s helping a family find their dream home or mentoring the next generation of real estate professionals, she remains guided by the values that have defined her journey: faith, family, and a commitment to doing the right thing.

Kim Filardi’s story is one of passion, perseverance, and purpose. From her beginnings as a teacher to her rise as a leader in real estate, she has remained true to the principles that matter most. Her success is not just measured in numbers but in the relationships she has built and the lives she has touched.

As Kim continues to balance her roles as a mother, professional, and community member, she embodies the idea that success is not just about what you achieve but how you achieve it—with grace, integrity, and heart.

Looking Ahead

As Kim reflects on her career, she’s filled with gratitude for the support she’s received from her family, colleagues, and clients. Her team at Signature Premier Properties, including owners Peter and Kathy, managers Joe and Michelle, and her assistant Jenn, has been instrumental in her success.

“They treat me like family, and I wouldn’t want to work anywhere else,” she says. “Signature has given me the foundation to grow, and I’m so thankful for that.”




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LONG ISLAND REAL PRODUCERS' MARCH MAGAZINE PARTY



March 6, 2025

The recent *Long Island Real Producers* Magazine Party was nothing short of extraordinary! Held during the late afternoon at Cliffco Mortgage Banker's amazing Lower Level Venue, this event was a perfect blend of fun, community, and celebration. Our heartfelt thanks go out to everyone who attended—your presence truly brought the event to life and made it an unforgettable occasion!

A special acknowledgment goes to our event sponsors, Adam Turkewitz of **Cliffco Mortgage Bankers**, and Robert Zabbia of **The Zabbia Insurance Agency**. Their support elevated the ambiance vibe and helped set the perfect tone for the event. We would

also like to extend our gratitude to Felico's Catering for the charcuterie platters, sandwiches and treats - you were integral to the event's success!

The day was beautifully captured by the talented team from Dynamic Media Solutions - Chris Basford, whose photography immortalized every special moment, and by Frank Urso, whose video recap perfectly encapsulates the essence and energy of the gathering.

We hope the event provided ample opportunity for meaningful connections among top-producing agents, our special 40 Under 40 agents, industry leaders, and other professionals. Networking

in an inviting and intimate setting is invaluable for fostering relationships that drive business growth. Your continued support makes these events so impactful, and we look forward to many more moments of shared success in the future.

Once again, thank you to all our partners, attendees, and contributors for making this event a resounding success!

Magazine parties are smaller gatherings where we celebrate all of the rock star agents who have graced our pages in the past few months. For more information on all **LONG ISLAND REAL PRODUCERS** events, please email us at info@LongIslandRealProducers.com.



A woman with long dark hair, wearing a black sleeveless dress, stands with her hands on her hips in a doorway. The background is a large, blue-tinted image of the Real Producers magazine cover, which features the same woman and the text 'LONG ISLAND REAL PRODUCERS' and 'APRIL 2025'.

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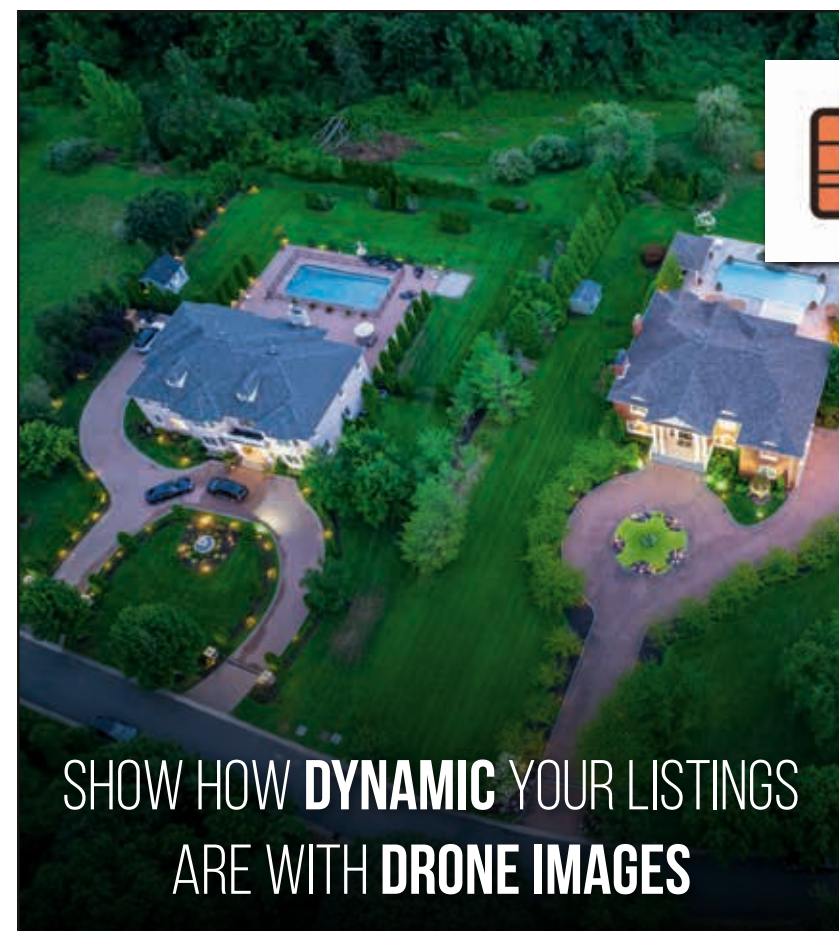
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