

A strong negotiator

Before Angelina Valentini became a Realtor in 2006, she worked for the IBM Corporation. It is that background in corporate marketing and sales that today sets her apart from others.

She is well organized, can multi-task and is an articulate communicator, she said. Not only does she listen, but she understands her clients' needs and can quickly pull together a proper match.

"I am also a strong negotiator, and I get the job done for my clients," she said.

The William Pitt Sotheby's agent truly loves helping people. When her clients successfully sell or buy a home and they are happy, it makes what she does completely fulfilling, she said.

For this, Valentini has consistently won accolades in her profession. In 2014, she was No. 3 in units sold and No. 3 in dollar volume sold among 1,000 agents company-wide.

While she serves the areas of New Fairfield, Sherman, New Milford, Brookfield, Danbury, Bethel, Newtown, Southbury, Kent and Ridgefield, Valentini's area of expertise is waterfront properties at Candlewood Lake.

She has lived in New Fairfield for the past 31 years. When she is able to carve out some free time, she enjoys cooking, entertaining, bike riding and walks on the beach.

"Honestly, I work seven days a week," she said. "In fact, I work even when I travel. In my 'spare' time I enjoy spending time



Business: William Pitt Sotheby's International Realty

Office: Danbury

Lives: New Fairfield

Expertise: Waterfront properties, relocation specialist

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with my family and friends."

Valentini, who is also e-Pro and relocation certified and an accredited buyers' agent, has been married for 34 years. They have three grown children.
