

AGENT PROFILE *Leigh Ann Lengyel*

Following in family's footsteps

After a 23-year-career as director of sales for a Stamford brewery, Leigh Ann Lengyel began a new career seven weeks ago in real estate.

While Lengyel truly enjoyed her sales job with Half Full Brewery, in which she ran the sales department from Maine to Virginia, it was time to enter the field she learned so much about from her parents. Lengyel began her new job in early March with William Pitt Sotheby's International Realty.

Lengyel's mother was a Realtor and her father was a builder and both worked hand-in-hand.

"I learned the customer service side from my mother. She taught me to make sure every client feels as if you are their only client," she said.

From her father, Lengyel said, "I learned to really know what you are doing, to know your product and push forward every single day."

Lengyel has done just that: pushed forward from the first day she began at William Pitt.

"I had six listings in my first seven weeks and 20 clients for buying and selling," said Lengyel, one of about 65 agents in the Wilton office.

Lengyel said she is focused on promptly responding to her clients and she has a love for the selling side of the business.

"I'm the type of person that I have to believe in what I am selling. The sale excites me and the interaction with people motivates me," she said. "I love the reaction on their face when they walk into the right home."

Lengyel covers all of Fairfield County and says working for William Pitt gives her an edge.



Business: William Pitt Sotheby's International Realty

Lives: Norwalk

Works: Wilton

Experience: New home buyers, marketing properties, quick response time

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"The company is international, so the listings I have in Connecticut are being shown internationally," Lengyel said. "The support from the company is amazing, from the administrators to upper level management."

Lengyel has been so successful in her short stint as a Realtor that she was named alumni of the month for Real Estate University in Norwalk in April.

Lengyel has an 8-month-old son and an 8-year-old son. She coaches her older son's baseball team and plays coed softball. She also volunteers for schools and churches in the area.