



## **Richard Zona Owner and President Zona Properties, Inc.**

April 27, 2009 - Upstate New York

Name: Richard Zona

Title: Owner and president

Company: Zona Properties, Inc.

Location: P.O. Box 17937, Rochester, N.Y. 14617

Family: Wife, Barbara who works in the company as well as maintains her own business, Xocai Healthy Chocolate; Daughter, Regina who currently heads the opera department of the University of Minnesota at Duluth

College: State University of New York at Fredonia. Graduated in 1970 with a bachelors degree in Music, concentrating in teaching and performance. Eastman School of Music, graduate work.

First job outside of real estate: Music teacher in suburban public and parochial schools.

First job in real estate or allied field: Broker associate, Century 21 Cardinal.

What do you do now and what are you planning for the future? I have been investing and managing real estate in the Rochester area since 1984. Zona Properties is a full service licensed brokerage specializing in the management of small to large apartment buildings and small office/commercial properties. We currently manage over 700 units in 120 different properties in the Rochester area. We maintain a staff of 18 employees working in the office, rental department and maintenance.

Hobbies: Golf, music performance

Favorite movie: "The Godfather"

Keys to success: Fairness in all things, providing an honest and high quality service to my clients and maintaining an positive outlook.

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