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## **Calcagni Real Estate appoints Shumilla and Bogin**

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According to Steven Calcagni, president of Calcagni Real Estate, Gina Shumilla has been appointed the new sales manager of the company's Cheshire office, and Betsy Bogin, as the director of New Homes and Land Consulting.

The change in leadership is a response to the changing local real estate market, creating a need for an expanded management role in the company's new construction and land development department. In 2008 Bogin scaled back her role in new construction, and stepped into the position of sales manager in the Cheshire office. With a growing demand for new construction properties, Bogin's expertise can once again be fully utilized to oversee development projects. She brings 35 years of real estate experience and an extensive background in working with both builders and buyers, and taking land from "raw" to subdivision status.

"The real estate market is turning around, and today's home builders feel as good about their sales prospects as at any time in the last 5 years. We are thrilled to have Betsy back in this key role at our company. She is a very effective leader, and has a long history with our company. The timing is perfect for her to step back into this position." said Calcagni.

Shumilla was chosen by Calcagni and Bogin as Bogin's successor as Cheshire sales manager. She will be responsible for leading a team of 40 real estate sales professionals serving the town of Cheshire and surrounding communities. "We are very excited to have Gina fill this management position," said Calcagni, "Gina is an accomplished professional whose energy, creativity and ties to the local community are the qualities that will enable her to lead our flagship office to continued success."

Her professional background includes insurance adjusting, management training, and most recently becoming a valued member of the Calcagni team as a successful agent. "I am honored to lead a team of such accomplished and experienced agents- almost half of which each have 20 years of real estate experience. My goal is to capitalize on this experience, grow the team, and ensure that we maintain our dominant market share over the next two decades," said Shumilla.

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