



FAYE FALVO RISPOLI

DRIVE. PASSION. COMMITMENT. AND ABOVE ALL, FAMILY

BY JENNA CAPUTO | PHOTOS BY MATT MCCLOSKEY

Faye Falvo Rispoli loves her job. “After selling over 3,000 homes, I still have a love and passion for this business!” Faye exclaims. As the top RE/MAX real estate agent in upstate New York, Faye is a familiar face to the Capital Region, but real estate isn’t her only passion.

Originally from Schenectady, Faye has always viewed family as one of the most important things in life. Growing up, she loved having her family around and was often found walking back and forth to her grandmother’s house just down the road from her own. She grew up helping out in her family’s restaurant business. Her parents owned Falvo’s Restaurant in Schenectady, where all the food was homemade. But Faye had a passion for dance and dreamed of living and working in New York City. She studied ballet for many years and moved to Manhattan after school to continue her training, also studying modern jazz and voice. Like most NYC dancers, she worked the Broadway audition circuit, however, she realized despite her deep passion for Broadway and dancing, that life wasn’t for her.

She came back home to work in the restaurant. Although she loved to cook, she knew the restaurant business wasn’t her thing either. She met and fell in love with Frank, the man she would marry and enjoy life with until he passed away in 2016. She decided to stay in Niskayuna,

and her path turned to real estate, initially because it offered her an entrepreneurship opportunity while also providing the flexibility she needed for a young family. She quickly took to it and saw herself grow into a true businessperson. It became a new passion in life. “I don’t think there is anything more gratifying than getting someone into their home. The Capital District is a prime area and I’ve had the satisfaction both of helping people settle into their homes as well as putting wonderful people into our community and schools,” she says.

There is a reason that Faye is not only the top agent in upstate New York, but also ranked in the top 1% in the country. She offers her clients rich product knowledge from her vast experience, as well as honesty, integrity and a deep desire to make them happy and find them the best homes for their families. She has won several real estate awards over the years, is in the RE/MAX Hall of Fame, has been a featured speaker at the RE/MAX International Convention and multiple times at the International Conference in Washington, D.C. But you would never know all this from her calm demeanor. Sitting down with Faye, even on a busy day when she’s ready to run out to another appointment, she gives you her full attention and focus. Her obvious love of the arts, her career and her family shine through in her character and make you feel at home, even while sitting in her office.



DAWN-MARIE, KELLY-MARIE & FRANK

While she is devoted to her job, real estate isn't the only thing filling her days, however. She still dances and has fun trying different styles including character dances like Gypsy, Russian and Italian dance. She is an exercise enthusiast and if she's not dancing, she can be found practicing yoga or working out at Vent Fitness here in Niskayuna. She often frequents Broadway shows and loves the classics like *Phantom of the Opera* (which she's seen seven times), *Les Miserables*, *Chicago* and *Miss Saigon*, as well as some of the more modern shows like *Beautiful* and *Jersey Boys*. She has a passion for cooking and learned to speak Italian to prepare for a culinary trip to Italy. Within the Capital Region, she most enjoys nights at Proctors and summers in Saratoga. "There is nothing better than watching the horses work out at 5:00 in the morning!" she states.

In addition to being a long-term supporter of the Children's Miracle Network through RE/MAX, Faye's most treasured charitable activity is Jack's Place in Schenectady. Similar to the Ronald McDonald House, Jack's Place is a hospitality home that offers anyone with a loved one in the hospital a free place to stay. Located across the street from Sunnyview and Ellis Hospitals, Jack's Place was created by her cousin, Jack Falvo, to honor his son, Jack III, after he abruptly lost his life in a boating accident. Listening to Faye speak about the foundation proves

just what a special organization it is – not only to Faye but to the community as well.

Jack's Place focuses on three core values, values that also symbolize Faye's own compassion, sincerity and drive within her everyday life: *Faith* in community benevolence; *Hope* in the healing power and wellbeing of family members; and the assurance of a *Love*-filled environment that offers safety and serenity when people need it the most. The house offers eight bedrooms with eight bathrooms. If anyone





FAYE, KATHERINE AND BETH



JACK'S PLACE

is in need of a place to stay, or would like to volunteer, she says the best thing to do is call (number below). One of the volunteer opportunities available is to cook a meal for the guests. Jack's Place offers dinners on Thursdays and Fridays and breakfast on Friday mornings, and they are always in need of help with the cooking.

Faye also participates in many of the local and national charitable events for autism, in honor of her grandson who has been diagnosed with the disease. Even with this busy schedule, Faye still is sure to dedicate special time to spend with her family. "Family time, always!" she says. She has three children (Dawn-Marie, Kelly-Marie & Frank) and seven grandchildren. Two of her children (and six of the grandchildren) now live in Boston and the other lives in Loudonville.

Faye is very grateful for finding a business that she is so passionate about and for the support, confidence and loyalty she has received from the community. She frequently attends classes and workshops throughout the country to continue learning, knowing that it's

important to constantly improve yourself and to grow not only in knowledge but also as a person. "Never stop learning," she says. "I don't care how old you are. There is always something new to learn. If you walk away with just one thing that can improve your business or life, then you've had a good day!"

She also lives by a motto shared between her, Frank and their children throughout the years. It has been a guiding light for their family and they are words that ring true for us all: "My husband always said, 'Always do the right thing and you'll never go wrong.'" It has worked for her unfailingly through the years and she's looking forward to many more great adventures ahead both within the community and the career that she loves, and within her own life as well with her greatest love, her family. ■

For more information about Jack's Place, visit www.jackfalvoiiifoundation.com or call at 518-952-7648.

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