



## Paula Ingram, Ingram & Hebron Realty

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Paula Ingram

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What was your greatest professional accomplishment in 2010?

Gut renovating one building in my personal portfolio of five buildings.

What was your most notable project, deal or transaction in 2010?

Selling the renovated building for more than 30% of the asking price and procuring a 50,000 s/f exclusive agency.

How do you contribute to your company and / or the industry?

As president of Ingram & Hebron Realty, my commercial brokerage, I bring business by using my network, including being a board member of Court Livingston Schermerhorn Business Improvement District Executive Board; board member of the Downtown Brooklyn Partnership; and Brooklyn Real Estate Roundtable Steering Committee.

What advice would you give to women just starting out in commercial real estate?

Work hard. Don't take NO for an answer and always be honest and kind.

How do you manage the work/life balance?

Spend weekends on Fire Island; play with my grandson and work hard the rest of the time.

Who or what has been the strongest influence on your career?

My father, Chauncey Ingram, who encouraged me not to be afraid to take chances as long as I thought things through carefully.

What impact has social networking had on your business?

It has been a great impact in bringing business to Ingram & Hebron Realty. People know me through my extensive network of contacts in the political, commercial and social framework of the Downtown Brooklyn community.