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## **Pagnotta of Meridian: Confidence allows you to go far**

October 27, 2014 - Spotlights

Name: Nicoletta Pagnotta

Title: Vice President

Company Name: Meridian Capital Group, LLC

Years in Commercial Real Estate:10

In the last 12 months, which project, transaction, honor or accomplishment are you most proud of and why?

My greatest professional accomplishment was cultivating a relationship with a significant managing agent, which has resulted in 10 deals ranging in size from \$900,000 to \$27.5 million totaling \$80 million in cooperative property financing.

Who are three women- living or dead - that you would like to have drinks with and why?

1. Tina Fey because she's a comedic genius and I would love to hear what she has to say about her experiences with her two daughters!
2. Kate Middleton because she's such a style icon. I enjoyed a wonderful trip to London earlier this year. It would be fascinating hear about her upbringing and what it's like to be part of the royal family.
3. Maryann Gilmartin because she's so successful in the industry and a fellow Brooklynite. I would be interested in hearing the private scoop on the key to her success and what she sees for the future of the commercial real estate industry.

What is your favorite quote?

My favorite quote is one that someone once told me. I loved it so much that I keep it hung up at my desk, so I can always look at it when I need motivation.

"Nicoletta, you are an incredibly bright, naturally gifted, talented in so many ways professional blessed with a truly wonderful attitude. Your potential is limited only by your courage and creativity. Have the confidence to allow your many capabilities to take you as far as you can. You truly deserve no less."

What are you doing differently in 2014 that has had positive impact on your career?

This year I've decided to take more initiative in my career. I've been working to cultivate my own client relationships and generate more business. I attend more events and try to meet others who work in the industry to get different perspectives on the market. I have also become a member of AREW, which is a great organization for women in real estate.