



2018 Ones to Watch: Peter Vanderpool, President at Signature Realty

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Name: Peter Vanderpool

Title: President

Company: Signature Realty

Address: 825 West End Avenue Suite 1A New York, NY 10025

Year that you entered your current field? 2002

Who or what do you attribute to your success?

I had a great, but modest, upbringing from two incredible parents who instilled in me a strong work ethic and a sizeable conscience. I have a one of a kind business partner, Lazer Sternhell, who has as extraordinary optimism and is always there when I need him. People that know me know that I tell the truth, for better or worse. In an industry where information is more precious than gold, I am always honest and straightforward and that has generally paid dividends.

How do you manage the work/life balance?

I have three young daughters and a loving and supportive wife. I try my hardest to be the best husband and father and to be involved as much as I can while also working my hardest to keep Signature Realty growing. From the moment I leave, until the minute I get home, I'm on the phone with work. I spend as much quality time with my girls in the evening and early in the morning as I can. The weekends are when family really comes first. As a parent I know I have a responsibility to provide for and support my family, but I also don't want to miss out on the good things life has to offer.

How did you get your start in your current field?

I started right out of college as a salesperson at a small boutique real estate firm. I knew I wanted to be involved in real estate, my grandmother used to pull me aside at family dinners and whisper to me, "Real Estate" in her great Polish accent. My father, a prominent New York City real estate attorney, would tell me real estate stories when I was younger and how much money there was to

be made in real estate and I was anxious to get into the business.

How do you motivate or inspire your colleagues?

I tell them that this is a tough industry and that you need thick skin, however the rewards are there if you work hard enough.

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