



2018 Ones to Watch: Stefani Steinberg, Senior Associate at CBRE - Long Island Office

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Name: Stefani Steinberg

Title: Senior Associate

Company: CBRE - Long Island Office

Address: 58 Service Road Melville, NY 11747

Year that you entered your current field? 2012

How do you motivate or inspire your colleagues?

Having lived a well-rounded life prior to commercial real estate, I have a developed sense of who I am and what it takes to be “authentic.” This allows me to provide a perspective to my colleagues to help them be their best selves.

Through service, I work hard to empower other women to enter the business arena and reinvent themselves into the professionals they want to be – we all have the powerful ability to create our own journey. In addition, I’m involved in a number of philanthropic endeavors, including the CBRE Tri-State Women’s Network, where my core mission is to empower other women.

Who or what do you attribute to your success?

To be successful, you must have a passion for your work - figure out what you love to do and have courage to achieve it. Courage and passion gave me the ability to reinvent myself after the age of 40 and start a career in CRE.

I also attribute my success to hard work, perseverance and to being a part of a strong team. At CBRE, I am surrounded by established brokers that have become mentors; they have encouraged me to stay true to my core values, while being influential through a motivating, respectful and honest approach.

How do you contribute to the future of your industry?

Being a professional and a well-respected woman in a male-dominated industry has enabled me to be a mentor to other women (and men), younger and older, looking to enter CRE. I think having started in this business at a later stage in life gives me a unique perspective that I like to share with colleagues and with clients.

I also do as much learning as possible, in order to positively contribute to the growth of this industry. I have taken leadership and business management courses through Harvard Business School and completed an Executive Retail Fundamentals and Strategy Course.

What are your professional goals for 2018?

In 2018, I want to continue to grow my client base and bring my clients the unique perspective that I'm able to offer when it comes to growing a business. I want to have the time and the ability to do what's best for each client, going above and beyond to understand their specific needs.

I also hope to continue mentoring other CRE professionals, whether they are just entering the business from college or are looking to reinvent themselves at a later stage in life. I enjoy helping people reach their true potential.

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