



## **2018 Ones to Watch: Wilson Ting, Director at Besen & Associates**

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Name: Wilson Ting

Title: Director

Company: Besen & Associates

Address: 381 Park Avenue South New York, NY 10016

Year that you entered your current field? 2015

Who or what do you attribute to your success?

The most important value I stay steadfast to is integrity. I am in this business for the long haul and reputation is everything to me. Success doesn't happen overnight but I sleep well knowing that I always give an honest day's effort. I am also a big believer in networking. The more you put in it, the more you will get out of it. I strive to build meaningful relationships with my colleagues, which are built on trust, rapport, or something as simple as history or familiarity. Networking also helps me grow as an individual. There are lots to be gained from getting to know people, while appreciating their unique traits or talents. Opportunities aren't just handed out in this business. It is your job to create them or go out and find them. Meaningful networking, coupled with integrity is the power combo/recipe for me.

Where do you see yourself in five years?

In five years, I see myself leading a team that is recognized as a leader in the industry and most importantly, a team that shares my ambition, passion, vision, and values.

I hope to nurture confidence that rarely strays from instinct but also encourages and not being afraid to take chances. Real estate transactions are becoming more and more difficult and we all need to learn how to think out of the box. This kind of mentoring will help my team find effective ways to succeed in much shorter time frames.

How did you get your start in your current field?

Although I graduated with a degree in accounting and mostly had a background in finance, for over a decade, I was a day-trader. Trading is a passion of mine, but due to the enormous highs and lows of trading and the vicious emotional roller coaster cycles, I began to look for other entrepreneurial-like career options to save my sanity and more importantly my wife's. I yearned for a career that would require expertise and perseverance, but also have the flexibility to control my own destiny. It took a few deep discussions with close friends in the industry who suggested I pivot my career into commercial real estate. I saw it as an opportunity to leverage my contacts to a successful entrepreneurial career. Brokerage was the perfect door opener.

How do you manage the work/life balance?

Work hard, play harder, and be flexible! Work and personal life schedules are becoming increasingly demanding with the expectation to always be available. Moreover, I'm the father of 5 y/o twin girls, who need me more than ever now. It's not about how much time you spend with the family, but it's the quality of time. So I try my best to be fully present and in the moment when I am with the family. Also, the harder you work, the more easily you can accept that you deserve to enjoy your precious "time off". If you get to work late, then stay a little later and vice versa. There will always be work to do. It's your job to know when to give yourself a break.

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