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2018 Ones to Watch: Michael Gronenthal, Licensed Sales Associate at Douglas Elliman

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Name: Michael Gronenthal

Title: Licensed Sales Associate

Company: Douglas Elliman

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How did you get your start in your current field?

For as long as I can remember I have been an entrepreneur. At 13 years old, I started my own snow removal company, which I still run today. After winning a business award in high school, I decided to attend college where I majored in Business Management. Real estate was an area that I found myself drawn to. Commercial real estate in particular combined my passions for sales, marketing, and business development. I was inspired when I met Patrick O'Brien, Mike Murphy, and the entire Douglas Elliman team and knew this was a career path that I wanted to pursue.

Where do you see yourself in five years?

Five years from now I envision myself as one of the top commercial real estate agents in Long Island. My goal is to help Douglas Elliman Commercial achieve the same success and dominance we currently have in the residential market. For the next 5 years I will work relentlessly to grow my business, expand my network and make my name prominent in the commercial real estate world!

How do you motivate or inspire your colleagues?

I use tools that I learned throughout my life as an athlete to inspire and motivate my colleagues. All of my life, I have been part of a high level soccer team which taught me the importance of working together to achieve a common goal. As a captain, I always strived to set an example for my team members with my hard work ethic. I believe that hard work is contagious and a team is only as strong, as its weakest link. This attitude has crossed into my real estate career, and my coworkers have commented that my determination and non-stop work ethic has inspired them to do the same.