



2018 Women In Real Estate, Professional Services: Stephanie Zulic, Sabre Real Estate Group LLC

September 18, 2018 - Spotlights

Name: Stephanie Zulic

Title: High Street Specialist

Company Name: Sabre Real Estate Group LLC

What are some of your biggest accomplishments in the last 12 months?

Securing the largest landlord account in the Hamptons; maintaining my tenant relationships and growing new ones; meeting my lease volume goals for the year so far; giving birth to my beautiful baby girl, Amelia; and selling my first commercial property of \$3 million.

What do you like to do for fun?

For fun, I love hanging out with my two babies. Having a two-year-old and a 9-month-old definitely keeps me busy but I find so much joy in taking them for walks at the beach, to the park or just playing in the house. My husband and I are on a new healthy lifestyle plan and are incorporating fitness and healthy cooking every day. He is down 40 pounds and I am back to my pre-baby body. It feels good and we love it. I am a big foodie and wine lover so I enjoy going to dinner with friends and visiting wineries in the tri-state area.

What blogs, resources, podcasts or influencers have helped you?

I enjoy following fashion and lifestyle bloggers as I get insight into the products, retailers and tenants that they promote. Resources: Business of Fashion, WWD, fashion bloggers and travel bloggers.

How important is it for women to create a personal brand?

Creating a personal brand is something I find extremely important for brokers, especially women. We add such a special aspect to the business with our smarts, our compassion and our ability to outwit/outplay the best in the industry. Being able to tell a story about yourself and use that when going for listings/tenants is going to help land the business! My personal brand is an approachable, cheerful, optimistic expert on Hamptons real estate and analogous markets.

How many messages are in your inbox right now and how do you manage email?

I like to prioritize my day with my older emails. I use “flags” and time blocking to make sure I respond to inquiries in a timely fashion.

No hesitation – I find it best to answer right away and keep the conversation going, even if I do not have ALL of the info I need at that moment. It helps the client feel they are number 1. People love instant gratification!

In one word, describe yourself:

Motivated

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