



## 2019 Ones to Watch: Jacob Twena, Tri State Commercial Realty

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Name: Jacob Twena

Title: Associate Broker

Company Name: Tri State Commercial Realty

Year that you entered your current field? 2017

What do you consider to be your greatest professional accomplishment in the past 12 months?

I consider my recent greatest professional accomplishment as completing five retail lease transactions in two days. It took a lot of hard work and persistence but being able to close that many deals in such a short amount of time really is motivation for me.

What advice can you offer to someone who is interested in a career in your industry?

I would advise them to be persistent and stay open-minded. You have to have a willingness to learn something in this industry. That and being tenacious are definitely key to achieving success.

If you have a mentor, who is it and how have they influenced your personal & professional growth?

My mentor is Shlomi Bagdadi, Tri State Commercial's president. He trained me from A to Z about everything in commercial real estate. He's also taught me the importance of patience and standing behind your word.

What was your favorite thing to do as a kid?

I used to love playing video games and I was a big movie buff as a kid. I don't have many opportunities to do those things anymore, but I still try to make time to catch a film here and there.

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