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2019 Ones to Watch: Michael Tucker, Daniel Gale Sotheby's International Realty

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Name: Michael Tucker

Title: Real Estate Salesperson

Company Name: Daniel Gale Sotheby's International Realty

Address: 240 Glen Head Road, Glen Head, New York, 11545

Real estate organizations: National Association of Realtors, Long Island Board of Realtors, CIBS

What do you consider to be your greatest success in the past 12 months?
I was recognized by Rechler Equity Partners with its R&D Deal of the Year Award for my work on a transaction that was able to repurpose an office building in Hauppauge into a working flex space for my client. I negotiated a 10-year lease with an aggregate rental of over $3 million for 20,000 s/f.

?What advice can you offer to someone who is just getting started in your industry?
There is no substitution for knowledge. To be successful, it's critical to continually educate yourself and gain expertise in all aspects of real estate. Read the local newspapers to learn about what is going on in specific areas you may be working in. Take the time to read sales contracts and leases, whether or not you are involved in the transaction. This will help you to learn what current issues are most relevant to attorneys, owners and buyers and will inform your negotiations. Also of great importance is to listen carefully and think outside the box.

How have your life experiences impacted who you are professionally?
Selling is first about relating to your client and understanding their wants and needs and secondly about executing the deal. Over my many years in sales, I have learned that no matter what the product is, you need to listen to and connect with your client. There have been times when I did not know the answers, but have learned that it is better to first be truthful, and then go find out the answers, rather than create a story you then have to remember. Make it a priority to surround yourself with other professionals and draw from their knowledge.