



Women from YM/WREA discuss their careers: Kim Mogull

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Name: Kim Mogull

Title: President and CEO

Company/firm: Mogull Realty, Inc.

Years with company/firm: 8

Years in field: 23

Years in real estate industry: 20

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Responsibilities include: Running Mogull Realty and representing key clients such as Donald Trump, Rockefeller Group Development Corp., Capital One Bank, The One Group (the holding company for STK, Coco De Ville, YI, The Collective, Bagatelle, Tenjune, One Restaurant, RDV, Kiss & Fly, Asellina, Infusion and Plunge), and Oceana.

What single event professional or personal has most significantly impacted your career?

It would be remiss of me not to acknowledge Donald Trump for the positive impact he has had on my career. Not only did Trump zealously encourage me to start my own firm 8 years ago, he was also my very first Mogull Realty client. As his exclusive broker, I spent an enormous amount of time with Trump working on many transactions. I watched, listened and learned. He is not only one of the toughest and shrewdest negotiators in the world, he is also charming, funny and caring. On a personal note, he was there for me 100% during an illness, proving to me that not only is his business acumen noteworthy but his character is as well. When you do right by Trump-he does right by you.

What award or recognition has been the most meaningful to you and why?

New York Post - The 50 Most Powerful Women in New York. It was an honor to be recognized among such an impressive group of achievers.

What obstacles have you overcome to get where you are today?

I've never noticed any because I'm too busy working.

What advice would you give to a woman just starting a career in your field?

Stay focused - don't stray from your course. For example, don't focus on "obstacles." They're only there if you allow them to be. Also, don't focus on being a woman, focus on being the best.