



Christen Portelli, Highcap Group

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Name: Christen Portelli

Title: Managing Principal

Company/firm: Highcap Group

Years with company/firm: 2 years

Years in field: 9 years

Years in real estate industry: 9 years

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Real estate organizations / affiliations:

Who or what has been the strongest influence on your career?

Thus far the greatest influence on my career has been the "market crash." The market was peaking for the first several years of my career until late 2008. At such time, I was able to transition into and learn an entirely new part of the business in dealing with distressed debt and assets and broker involvement and creativity was much more essential in negotiating a deal than in the past. It was an incredible learning experience in which I was able to thrive and I now appreciate the peaks and valleys that I have gone through.

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