



Mitchell Goldberg of ClientFirst Strategy, Inc.

December 26, 2011 - Spotlights

What was your most notable project, deal or transaction in 2011?

I can narrow it down to 3; Incorporating video articles into my mix of original content, incorporating social media into my everyday business, which is tough to do in my industry, and last, striking the right balance between business and home life.

What was your greatest professional accomplishment in 2011?

2011 was a big year for referrals. Utilizing technology to put together key asset management processes was a big help in formalizing account management for individual stocks. This in turn made it easier for me to explain my management style to prospective clients and to professionals with whom I have deep referral relationships.

What are your predictions for commercial real estate in 2012?

My prediction for commercial real estate in 2012 is that it will still be there. Other than that, I know way too many commercial real estate professionals who are much more qualified to make this prediction than I.

What are your resolutions for 2012?

To continue to bring the business people in my world together, to keep doing what I love doing like writing original content, and to coach more of my kids' sports teams.

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