



Adam Smith 2012

June 25, 2012 - Upstate New York

Name: Adam Smith

Title: Corporate Services Specialist

Company: The Cabot Group

Location: Rochester, NY

Place of birth: Rochester, NY

College: Vanderbilt University

What your firm does now and its plans for the future? Since 1971, The Cabot Group has specialized in offering a spectrum of real estate services to our clients. We offer corporate services, facilities management, brokerage, and property management to privately and public corporations, healthcare organizations, municipalities, professional practices, real estate investment trusts, financial institutions, not-for-profit organizations, colleges and universities and private investors. We are currently working to expand our client base in Upstate and surrounding regions. I work with clients to develop real estate needs assessments and market studies to identify potential solutions that match their requirements, develop comparative analysis of alternative locations, negotiate lease/purchase agreements, provide client with analysis of current and projected expenses, maintenance responsibilities, critical dates, options, etc.

Hobbies: Soccer, camping

Keys to success: Maintain a professional approach to daily activities and a balance between client activities, professional development, company initiatives and personal interests.

If you had to choose a different profession, what would it be? Sports Agent

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