



Professional Profile: Paul Bowers 2013

January 14, 2013 - Upstate New York

Name: Paul Bowers

Title: Associate Broker

Company: Prudential Blake Commercial Realtors

Location: 8 Airline, Suite 104, Albany, NY 12205

Place of birth: Schenectady, NY

Family: Married 29 years, 2 boys ages 18 and 20

College: Russell Sage, Hudson Valley

First job unrelated to your current field: Lum's Restuarant

First job in your current field: Residential agent 1973 commercial broker since 1978

What your firm does now and its plans for the future? We cover Capital Region in 10 countries. We specialize in sales and leases of commercial, industrial real estate, of which multifamily continues to be a hot item. We work with local and regional firms looking for grass hands on representation.

Hobbies: Traveling, reading, community service, baseball coach, business mentor

Favorite film: Jerry McGuire

Favorite novel: I have read numerous times, "You Cannot Afford the Luxury of a Negative Thought"

Life is short, what legacy will you leave on this earth?

Keys to success: I use the case study method to sell property. This is a solution based strategy which includes knowledge of values, target markets, relentless prospecting, adjusting my strategy to meet the market & clients needs in order to get the deal done.

Person you admire most (outside of the family): Jack Collett of Collett Mechanical

If you had to choose a different profession, what would it be? A psychologist

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