



## Torres of Torresco Realty discusses "game changer" of her career

May 28, 2013 - Spotlights

NYREJ Women in Real Estate Q & A

Deadline May 1, 2013

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Years in field: 34

Years in real estate industry: 34

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Real Estate Associations/Affiliations:

Real Estate Board of New York Inc.  
Bronx Manhattan North Association of Realtors

What is the most daring thing you've done for your career? How did it turn out for you?

Venturing into the field of commercial investment brokerage in 1979 was probably the most daring thing I did for my career. The overall real estate business 30+ years ago was mainly male dominated. There were few female brokers/saleswomen other than those involved in the residential market. As my career has evolved I found I had not only made the right choice for my career path but also for my intellectual need to be engaged and challenged in my field of work.

Which project, deal or transaction was the "game changer" in the advancement of your career?

After establishing Torresco Realty in 1980 with five years experience selling existing commercial property, I was hired as exclusive broker to sell a projected 12 story turnkey condominium site in The Village. The transaction was the first development site "exclusive" I had inked. Confident I could meet the challenge, I locked in a contract in 1985-transaction closed in 1986. The deal was published in the NY Times R.E. Section front page posting.

Positive exposure and added credibility paved the way for 25 more years of assemblage/development deal making and helped establish my tenure in the brokerage community.

What is the BEST advice you have ever received?

Know your deal- Do your homework-Be prepared to answer questions in detail on the first phone call or you may loose your prospective buyers attention AND "When you've made the deal-stop talking"

What is your favorite tip for balanced living?

"Run your own race-set your own pace"