



Grotto of Mission Capital Advisors; A good client leads to referrals

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Name: Mimi Grotto

Title: Managing Director

Company/Firm: Mission Capital Advisors, LLC

Years with company/firm: 11

Years in field: 20+

Years in real estate industry: 20+

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Real Estate Associations/Affiliations:

How do you and/or your firm use social media?

Mission Capital is a young firm and very up to date on the social media trends. We are always actively updating our website and using Twitter and sales-force chatter to get the word out about new deals. We are a growing business and also find that technically engaged candidates make for good employees, which we use LinkedIn for.

What do you consider to be the most successful way to increase referrals?

My experience is a good client always leads to referrals or references. It's all about developing an enjoyable relationship that is not just based on just quality work.

What is the BEST advice you have ever received?

When questioned on an issue, always reserve the right to get smarter and let yourself explore the answers.

What is your favorite tip for balanced living?

Work Hard, Play Hard- It works for me!

Where would you like to be in 10 years?

I have no predictions!