



Professional Profile: Jonathan Tootell 2013

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Name: Jonathan Tootell

Title: Director

Company: Newmark Grubb Knight Frank

Location: 125 Park Avenue NY, NY

Birthplace: Hartford, CT

Education: University of South Carolina - Columbia

First job outside of real estate: The only "real" jobs I've held outside of real estate were summer jobs in college including landscaping and working in a steel mill.

First job in real estate or allied field: While attending the University of South Carolina, I worked in the Marketing Department at CB Richard Ellis.

What do you do now and what are you planning for the future? Commercial Leasing Broker focused on Landlord representation. In addition to brokerage, I'll be focused on becoming a landlord in the future.

How do you unwind from a busy day in real estate? Be active. If I don't stay active, I start to break down physically and mentally. If you run 5-6 miles in Central Park after a long day in the office, you're too tired to be stressed out.

Favorite book or author: "The Richest Man in Babylon"

Favorite movie: "Usual Suspects"

Last song you downloaded? "Amsterdam" - Imagine Dragons

One word to describe your work environment: Entertaining

If you could invite one person to dinner (living or dead) who would it be and where would you go? Lance Korman, Elio's or Nobu 57

What is your dream job? Traveling and playing golf all over the world while my investment properties directly deposit the monthly rent checks.

Rules to live by in business: Own up to your mistakes and actions. Clients and colleagues will respect you more if you take ownership of a mistake rather than trying to hide it or blame a third party.