



## 25 Year Anniversary Q&A Blast from the Past: 1989: Robert Heicklen

August 26, 2014 - Spotlights

Name: Robert Heicklen

Title: Retail Specialist

Company Name: Winick Realty Group

Year Founded: 1982

Years with Company: 3

Years in real estate industry: 5

Q: The approximate number of years you have been a subscriber and/or how the NYREJ has been a benefit to you and/or your business:

A: Winick Realty Group has been a subscriber for many years. I remember on my first day in the Agent Training Program, a broker had dropped off a stack of magazines to read. Being native to Long Island, I picked up NYREJ since the cover and much of its content had stories relating to places around me. Since then, I always make sure to check the NYREJ website for updates and pick up the latest issue as often as possible to keep up with all of the industry news and see what my peers and competitors are up to!

Q: The approximate year you discovered the NYREJ and what business you were in at the time:

A: I picked up my first issue in 2011, the year I joined the real estate industry after a few successful entrepreneurial years in fashion and marketing. At that time, I was part of the Winick Realty Group Agent Training Program. Since then, I have grown in the business, marketing over 300,000 s/f of prime retail space and new development and completing leases for some of the industries most recognized brands in the Bronx, Queens and Long Island. NYREJ has been there every step of the way as an up-to-date issue is on my desk year round.

Q: Your most memorable or favorite "15 minutes of fame" in the NYREJ :

A: While perusing a retail event in Huntington with a colleague, I had the pleasure of meeting Kristine Wolfe. A few weeks later, she asked to do a quick snapshot about me and later that month, a laminated copy showed up on my desk and I was featured on their website. Being so early in my retail leasing career, it was one of the best feelings I have experienced to date.

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