



Mehra of Besen: "Be the change that you wish to see in the world"

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Name: Shallini Mehra

Title: Associate Broker

Company Name: Besen & Associates

Years in Commercial Real Estate: 12

What were your biggest fears when you started out in your profession?

The fear of not making a deal and earning nothing haunted me in the beginning. I left a lucrative job in investment banking because I had this entrepreneurial bug that wouldn't go away and I love real estate! I was advised to have living expenses for up a year set aside as it could take awhile to close my first deal. There is no safety net in this business. I now rely on perseverance, hard work and faith.

What was your first job and what did you learn from it?

Out of college, I worked at Arthur Andersen as a financial auditor. I learned about the operations and financials of different types of businesses. However, just as important, I learned the basic skills of professional conduct, how to be a flexible team player and the importance of being meticulous. As a broker in commercial real estate, I wear all kinds of hats assisting wherever I can be helpful: financial analysis, contract negotiations, due diligence, logistics, etc. doing whatever is necessary to help my seller or buyer complete a successful transaction.

What is your favorite quote?

"Be the change that you wish to see in the world," by Mahatma Gandhi. We can't control others, only ourselves. I believe that when we change ourselves for the better, progress, learn and make contributions, that we are ultimately happier people.

What social media and/or face to face networking activities do you find most beneficial professionally?

Everyone is super busy, so I avoid a lot of newsletters with fluff and I focus on what people want - which deal flow. I keep it simple and distribute deals via a direct call, the company email system as well as Constant Contact. The interpersonal contact that arises via industry events, building inspections, due diligence meetings and closings gives me great face time with clients.

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