



Witko of KW Capital District: Go big or go home

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Name: Leah Witko

Title: Sales Agent/Commercial Broker

Company Name: Keller Williams Capital District

Years in Commercial Real Estate: 4.5 years

Who are three women- living or dead - that you would like to have drinks with and why?

One woman who is alive would be Martha Stewart. I heard her say once in an interview "my brain doesn't gear down." I am the same, I may be able to broker a \$6 million office transaction with a lease off the end, but when it comes to raking my leaves in my front yard I am not exactly sure how to tackle and become paralyzed. Not a great example but you get my point.

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

One of my first jobs was driving an ice cream truck. It was my first introduction to business and where I knew I had a genuine entrepreneurial spirit.

What is your favorite quote?

"Go big or go home"- Not by anyone famous however I use it myself quite a bit.

What are you doing differently in 2014 that has had positive impact on your career?

In addition to being a member of CIREB locally, I formally have joined KW Commercial which is an excellent platform to take a client from local representation and parlay it to transactions across the United States and beyond through our strong network of brokers and offices.

What are you doing to increase your client base from local / regional markets to national / global markets?

See above. The concept of having the ability to work with a particular client in our local and greater Albany, NY market and referring the client and their needs throughout the United States and beyond is managing business on another level. From both a client satisfaction standpoint on a corporate level to the financial benefit to me as the primary broker for one company/tenant/organization is exciting and rewarding.