



Richard Sleasman Executive Vice President CB Richard Ellis - Albany

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Name: Richard Sleasman, SIOR

Title: Executive Vice President

Company: CB Richard Ellis-Albany

Location: 114 Great Oaks Blvd., Albany, NY 12203

Birthplace: Albany, N.Y.

Family: Wife, Terri, 3 teenage boys

College: Siena College, Loudonville, N.Y.

First job outside of real estate: Family food business during college and the first five years after graduation. I handled the business office matters such as payroll and receivable, and stocked shelves as necessary.

First job in real estate or allied field: Sales associate with Robert Cohn Associates in 1984

What do you now and what are you planning for the future? CB Richard Ellis is one of the world's leading commercial real estate services firm. The Albany office is an affiliate of CBRE. Our territory covers the greater Capital Region along the Hudson valley corridor. The future goal is to continue the integration of the CBRE services platform into our practice so we can enhance the breadth and depth of services to our clients.

Favorite book: "Wish You Well" by David Baldacci

Person you admire most (outside of family): Robert Cohn, our company founder, was my mentor and gave me the chance in this business when I was still wet behind the ears. His lessons were "of life" and of real estate.

Keys to success: Recognize that the trust and loyalty of a client is a privilege, not a right, and always treat it that way. Another equally important belief is to know that once you sell your integrity, you can't buy it back.

If you had to choose another vocation what would it be? A newspaper editor

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