



Young & Established: Rapuano of Winick: Proud of his business relationships

June 23, 2015 - New York City

Name: Charles Rapuano Title: Licensed Salesperson

Company/firm: Winick Realty Group

Year Company was founded: 1982

Years with company/firm: 4 years

Years in field: 4 years

Years in real estate industry: 4 years

Address: 655 Third Avenue, 8th Floor, New York, NY 10017

Telephone: 212-792-2658

Email: crapuano@winick.com

URL: www.winick.com

Real estate organizations / affiliations: International Council of Shopping Centers

Who in the commercial real estate industry do you admire most? And why?

The person I admire most is my father. He has been in real estate for over 30 years and he treats all of his clients, both national tenants and mom-and-pops, with respect. He makes them feel important and is always available to discuss their questions and concerns. My father is one of the hardest working people I know and I credit my strong work ethic to him, but more importantly, he puts his family first. Even while putting in long hours at the office, he always made it a priority to attend whatever game/practice/activity my siblings and I were involved in.

What is the best advice you ever received? What's the next big project you want to tackle?

The best advice I ever received is that luck is when preparation meets opportunity. I don't wait around for new business to fall into my lap or for a lease negotiation to smooth itself out. I take a proactive approach, making sure I have all the necessary tools and information before my clients even know to ask. If they have to ask for something, I am already too late.

My next big project is to increase my presence on the Upper West Side. We have pitched several new developments in the past couple months and I hope we get the opportunity to represent them. The first deal I ever did was on the Upper West, and I currently live there, so to be able to represent space and bring quality tenants to the area has a special meaning.

What are you most proud of?

I am most proud of the relationships I have developed in this business. Many of my clients continue to work with me on a recurring basis, which I believe is attributable to the fact that I am consistently attentive to their wants and needs, going the extra mile whenever necessary. My clients trust me and know I have their best interests at heart. I have worked hard to cultivate a reputation for honesty and integrity and the fact that so many of my clients are satisfied and want to continue working with me is the greatest proof of success.

