



## Gladstone of Gladstone Group: Clients come first!

June 23, 2015 - Spotlights

Name: Gail M Gladstone

Title: Broker/Owner

Company Name: Gladstone Group - Sellers Brokerage - CircumRent - HomeCanvasrNY - Zolo Realty Capital, Inc.

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What year did you start your career in commercial real estate: 2001

What recent project or transaction are you most proud of?

It is very difficult to select a transaction, but projects? Assisting others to realize their ambitions and dreams is what makes me proudest. There are three sets of young men in different locations who, with my assistance and guidance, have been able to realize their current goals. CircumRent, Zolo Realty Capital and HomeCanvasrNY are three new and innovative companies of which I am proud to say I am the broker of record.

In each case, the services they provide and the manner in which they are served up were previously unheard of in the market place. And in each case, they are off and running and bringing in monetary proof of their ideas.

Please reflect on a recent achievement and/or milestone for your company:

Here at Gladstone Group, we are very proud to say we have recently achieved licensing in our fifth state. We are now licensed in Massachusetts, New York, Connecticut, Pennsylvania and Maryland. We do not believe in boundaries and limits, either geographical or individual. One of our many favorite sayings is not "why," but "why not?" Our tagline is appropriately "Brokering Success," not only for our agents, but for our clients as well.

We believe real estate to be a service industry and that by providing the best service, we will propel ourselves upwards. Our customers and clients come first!

Who or what has been the strongest influence on your career and why?

The person who always was and still is the strongest influence on my career and my life is Rae Friedenn, my mother. This indomitable woman had fought and conquered every obstacle man or woman may ever have to face with class and dignity and graced her children with the same strength and fortitude to achieve whatever they put their sights on.

What is the first thing you do when you arrive in the office in the morning?

I have always slept with my phone on the bed next to me to be available to my clients 24/7... no kidding... and now I do it for my agents. My day does not start when I arrive in the office; my day has no end... and I love it!

What time management strategies do you find to be the most effective for you?

Unfortunately, I have never found any time management strategy to work for real estate when you make yourself available 24/7. What I am learning to do now is to focus better on the project in front

of me until the next interruption.

What is the best advice you have received and who was it from?

Although this may not seem work related, with all the traveling I do in my business, I have found it to have relevance: My sister, Shari Paler, once said... "whether you move next door or move around the world, always make the move as if that is where you will be for the rest of your life."

List 3 women that you would like to have drinks / dinner with and where would you go?

- a. Hillary Clinton
- b. Jacqueline Kennedy Onassis
- c. Audrey Hepburn

Where would we go? Anywhere

What is your favorite quote?

"A passionate person takes what they know in their heart to be right for client and company and exudes contagious energy to champion the cause." M. Matloub

What did you want to be when you grew up?

Happy

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