



Smith of MJ Peterson Real Estate: Making time to prepare

June 23, 2015 - Spotlights

Name: Dorothy "Stahlnecker" Smith

Title: Licensed Associate Real Estate Broker

Company Name: MJ Peterson Real Estate

Follow my company on Twitter @mj_peterson

What year did you start your career in commercial real estate: 1979

Real Estate Associations/Organizations: NAR, NYSCAR, BNAR

What recent project or transaction are you most proud of?

I am most proud of my recent sale of an 875-unit group of multi-family properties in the Western New York (WNY) area. The sale of \$40+ million included Williamstowne Senior Apartments and Garden Village Apartments in Cheektowaga, NY. This sale earned me the coveted "Largest Broker-Assisted Sales Transaction for 2014" award from the WNY chapter of the New York State Commercial Association of REALTORS® (NYSCAR).

What recent honor, achievement or recognition has meant the most to you and why?

The most meaningful award that I have received was the "2012 Lifetime Achievement Award" from the Western New York (WNY) chapter of the New York State Commercial Association of Realtors (NYSCAR). I usually do not like to accept such awards, as my lifetime of achievements is not yet over, but when I found out that I would be the first woman to ever receive this prestigious award, I knew I had to accept. There are so few women in our field locally, and even fewer get properly recognized for their achievements. I was extremely proud to be the first woman to accept this award and I hope that many more women will be able to accept it in the future.

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

Victor L. "Lee" Peterson, Jr. had the strongest influence on my career. In 1986, I asked Lee to allow me to create a commercial division at MJ Peterson. He said "yes" and my life has never been the same. If someone doesn't give you an opportunity, you have no chance of success.

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

The first thing that I do when I arrive in the office in the morning is to check my emails and missed calls. I go through each message and respond back. It is very important to me that I keep an open dialogue with each of my clients.

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

It took me a while to understand what time management really is. It is not just making "to do" lists, but making time to prepare. Before each meeting I have done my research, I arrive on time, and everything is completed on a set schedule.

What is your favorite quote?

It's not you I don't trust, it's our memories. Thus, let's write it down.

What did you want to be when you grew up?

When I was young, I wanted to be a lawyer. I think that this dream has helped me in my real estate career as I strive to learn everything that I can about the process of buying or selling commercial properties.

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