



Candela of T. Weiss Realty: Rewarding to see hard work pay off

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Name: Lauren Candela

Title: VP of Marketing and Public Relations

Company Name: T. Weiss Realty Corp.

What year did you start your career in commercial real estate: 2011

Real Estate Associations/Organizations: Long Island Real Estate Group (LIREG) and the Commercial and Industrial Broker's Society (CIBS)

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What recent project or transaction are you most proud of?

Over the past year, our marketing team has significantly increased our efforts associated with one of our subsidiary companies, The TOTUS Business Center. We enlisted the help of an industry expert, and devoted numerous resources and man-hours into turning the center around. Today, the center is more profitable than ever, the clients are pleased, and our occupancy percentage is high. It has been incredibly rewarding to see our hard work pay off.

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

My husband. He is the person in my life that witnesses both the victories and defeats in my career. His unwavering support and positivity has gotten me through everything the real estate industry has thrown my way.

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

Make myself a cup of coffee and organize my day.

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

As much as I plan for each day, I am inevitably faced with interruptions that deter me from finishing everything that I want to complete. To compensate, I multi-task as much as possible, and do my best to work on multiple projects at one time.

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

A college friend once told me that fortune favors the strong; you make your own luck. I wholeheartedly believe in this mantra and do my best to emulate it every day.

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

I would love to meet the actress Julianne Moore, singer Florence Welch, and author Jeannette Walls while sipping wine at Osteria Francescana in Modena, Italy.

What is your favorite quote?

"Hard work spotlights the character of people: some turn up their sleeves, and some don't turn up at all." -Sam Ewing

What did you want to be when you grew up?

I wanted to be a doctor growing up, but have fallen in love with commercial real estate, so I'm glad it

didn't work out.

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