



Richer of RealtyUSA installed as president of CIREB

June 23, 2015 - Spotlights

Name: Jessica L. Richer

Title: Licensed Associate Real Estate Broker

Company Name RealtyUSA

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

Real Estate Associations/Organizations: President of the Board of Directors for the Commercial and Industrial Real Estate Brokers, Inc. (CIREB). A member of the New York State Association of Realtors (NYSAR) and participates as a member of the Commercial Issues Working Group and The Legislative Policy Forum. Member of the Greater Capital Association of Realtors (GCAR) and on Board of Directors for the Capital Region Chapter of the New York State Commercial Association of Realtors (NYSCAR). Member of the International Council of Shopping Centers (ICSC).

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

This year I was installed as president of The Commercial and Industrial Real Estate Brokers, Inc. (CIREB) I am the fourth woman in the 48 year history of the organization to be installed as president. CIREB is a professional trade association established in 1967 by a small group of forward-thinking commercial realtors. CIREB maintains the country's oldest and most advanced commercial multiple listing service (MLS). Members of CIREB include real estate brokers and salespersons (all of whom hold membership in a local realtor association), property managers, real estate appraisers, attorneys, developers, economic development agencies and financial institutions. It has meant a lot to me to contribute as a board member and assume additional roles of responsibility over the last six years.

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

The strongest influence on my career has been the mentors who have helped me to learn and expand my knowledge base and experiences in commercial real estate.

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

I spend 5 minutes listing priorities for the day - the top 5 things I have to get done.

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

I block out specific time periods in my schedule for specific tasks.

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

My Father who said "stick to the basics."

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

I would like to have drinks with Golda Meir, Harriet Tubman and Carole King at The Russian Tea Room in New York City.

What is your favorite quote?

Of all the things you wear, your expression is the most important. ~Janet Lane

What did you want to be when you grew up?

I didn't have a set plan or idea. I knew I could do anything I wanted to do because I had the unconditional love and support of my family. That gave me the confidence that I could achieve any goal and reach for the stars!!

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