



## **2017 Year in Review: Sean Kelly, Ariel Property Advisors**

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Name & Title: Sean Kelly, Esq. Senior Director – Investment Sales

Company Name: Ariel Property Advisors

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What was the best decision you made in 2017 and why?

My decision to join Ariel Property Advisors in April of 2017. Ariel offers its brokers unparalleled resources by way of research and operational support, freeing up our time to focus on generation and execution.

Who or what contributed to your success in 2017 and why?

I work for Mrs. Kelly and the Kelly girls (my two daughters ages 4 and 2). Discipline and commitment. "There's a difference between interest and commitment. When you're interested in something you do it only when it's convenient. When you're committed to something, you accept no excuses—only results." Ken Blanchard. These are two of the core principles of Ariel Property Advisors.

What trends will impact your business in 2018?

Taxes, interest rates, construction costs and regulation.

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