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## **2018 Ones to Watch: Seth Kessler, Senior Leasing Advisor at SCG Retail**

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Name: Seth Kessler

Title: Senior Leasing Advisor

Company: SCG Retail

Address: 250 West 57th Street, NY, NY 10107

Year that you entered your current field? 2006

Who or what do you attribute to your success?

I have always had a strong work ethic and passionate drive. I attribute those qualities to learning from my father and our 100 year old family business. I have also been fortunate enough to have incredible colleagues over the years that I have learned a great deal from in the realm of real estate and business.

How do you motivate or inspire your colleagues?

I work hard and share my excitement in the process to help motivate my colleagues. I am also a big believer in sharing information, if I give information to help colleagues in any way I feel it makes for a much better work atmosphere. I also provide a positive outlook on striving to acquire bigger and better deals.

What are your professional goals for 2018?

My goals are to expand my network within the brokerage and property owner communities. I am always working towards the continual growth of the landlord representation sector within SCG Retail.

How did you get your start in your current field?

I got my start in New York City Real Estate working with a boutique real estate firm called Cornerstone Group. I spent my first 9.5 years with this company working in all aspects of brokerage;

including landlord rep, tenant rep, retail leasing, office leasing, and industrial leasing.

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