



## 2018 Ones to Watch: Daniel Hakimian, Associate Broker at Highcap Group

May 15, 2018 - Spotlights

Name: Daniel Hakimian

Title: Associate Broker

Company: Highcap Group

Address: 425 Fifth Avenue, New York NY 10016

Year that you entered your current field? 2013

How did you get your start in your current field?

Decided to major in Real Estate Development from Baruch College as I had some family members in the field. After graduation I got a few different job offers and was close to taking on a role in management. A friend of mine, who was successful in the business, strongly recommended me to do commercial brokerage as you get a good grasp of every aspect of the field while having the potential to make good money at the same time.

Who or what do you attribute to your success?

Work ethic, dedication, and being a trustworthy person. In my opinion, these are the 3 most important attributes needed to be a successful broker in NYC. Obviously knowledge and a little luck here and there can't hurt.

How do you manage the work/life balance?

Always tough to do but going out, exercising and just staying active pushes me to focus and stay motivated for when it's time for business. You can't really allow yourself to become lazy or tired in this business.

How do you contribute to the future of your industry?

Many of the clients I formed relationships with and have done deals with are young motivated professionals who are/were pretty much in the same shoes as me. Some of them are very talented

and are going to be major players in the market (If not already).

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540