



## **2018 Ones to Watch: Inbar Mitzman, Associate Real Estate Broker at Daniel Gale Sotheby's International Realty**

May 15, 2018 - Spotlights

Name: Inbar Mitzman

Title: Associate Real Estate Broker

Company: Daniel Gale Sotheby's International Realty

Address: 364 Plandome Rd, Manhasset NY 11030

Year that you entered your current field? 1996

How did you get your start in your current field?

I started in residential selling high end properties in the \$10 million and up range. Many of the owners also owned their own investment properties. After seeing what I can do, they asked me to market their investment properties as well. I was delighted to embrace this new challenge and I took courses in commercial real estate.

How do you manage the work/life balance?

I learned in life that you cannot control opportunities, so I will not allow anything within "my power" to intercept an opportunity. That means sometimes I will work very late or pass on other life pleasures. I'm a master bridge player and if I need a moment to unwind, you can find me on my iPhone playing few hands of bridge.

How do you contribute to the future of your industry?

By bringing together a "meeting of the minds" in a variety of locations, our team exhibits extreme skills, knowledge of many marketing trends and the professional ability to execute. This is a huge contribution to the industry and demonstrates the value of commercial real estate brokers to the industry.

How do you motivate or inspire your colleagues?

"In the feast of egos everyone walks away hungry." I am grateful for my accomplishments. I learned

from the masters, therefore I'm always willing to help a newcomer—join them on a listing presentation or when needed, I will take a partner on a listing because two heads are better than one. I join charities that are sponsored by commercial industry association and encourage others to do the same. The key is don't take anything for granted. If you ask a client what the most important attribute of a broker in a transaction – integrity will be first.

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