



## 2018 Women In Real Estate, Professional Services: Jessica Richer, Hanna Commercial Real Estate

September 18, 2018 - Spotlights

Name: Jessica Richer

Title: Licensed Associate Real Estate Broker

Company Name: Hanna Commercial Real Estate

Real estate association / organization affiliation(s): New York State Commercial Association of Realtors, New York State Association of Realtors, Commercial & Industrial Real Estate Brokers, Inc.

What are some of your biggest accomplishments in the last 12 months?

Closed on three warehouses in the first six months of the year, added another member to The Richer Team at Hanna Commercial Real Estate, The Richer Team was selected from RFP process to be commercial realtor for new 18,000 s/f retail development project in Albany County.

What blogs, resources, podcasts or influencers have helped you?

I am a member of the Massimo Group.

How important is it for women to create a personal brand?

It is very important to create a brand especially in commercial real estate. The Richer Team at Hanna Commercial Real Estate is unique because there are few commercial teams in our region.

How many messages are in your inbox right now and how do you manage email?

250 emails in my inbox – I check emails in the morning and a few times throughout the day. I do not look at email or texts or answer calls when I am with a customer or client.

In one word, describe yourself:

Positive

What do you do like to do for fun?

Walk as much as possible, cook and entertain, listen to jazz.

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