



2018 Women In Real Estate, Professional Services: Patricia Collins, Tudor Collins Commercial Real Estate

September 18, 2018 - Spotlights

Name: Patricia Collins

Title: Licensed Real Estate Broker and Owner

Company Name: Tudor Collins Commercial Real Estate

Real estate association / organization affiliation(s): WNYSCAR, NYSCAR, NYSAR, NAR

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

The past 12 months have been extremely busy with leasing activity for industrial properties. I have been the procuring cause in over 23 lease transactions totaling approximately 300,000 s/f.

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

I would say it is very important for a woman to create a personal brand to differentiate herself from the heavily male-dominated industry. What I have found is that in order to prove that we belong, we need to demonstrate knowledge and expertise. A solid reputation and track record of honest, successful transactions with happy clients that come back for a second or third time is proof.

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

I currently have approx. 20 emails in my inbox, and only two unread. I try to keep my inbox cleaned up by spending the first hour of my day responding, flagging, setting up reminders and filing items that require follow up. This allows me to keep a clear head and focus on other agenda items, preparing for meetings while knowing things will not slip through the cracks.

What do you do like to do for fun?

I like to spend free time with family, traveling, golfing, reading and exercising.

In one word, describe yourself:

Optimistic

