



## **2018 Women In Real Estate, Professional Services: Inbar Mitzman, Daniel Gale Sotheby's International Realty**

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Name: Inbar Mitzman

Title: Associate Real Estate Broker-CNE,CIPS,ASP

Company Name: Daniel Gale Sotheby's International Realty

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

The exclusive listings on two motels in East Hampton and Amagansett. I went against powerful brokerage firms and was able to get contract executed. The professional value of such an accomplishment is enormous in establishing myself in this niche hospitality market.

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

The quarterly briefing of REIS the continuing education on co star and networking in a verity of organization. The Wall Street Journal and NYREJ and cable TV addressing market trends.

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

Think about the Mercedes Benz ad, "The best or nothing," who would not want to be associated with such level of commitment to be the "best." Obviously it's very important in marketing yourself, but that cannot be the driving engine for success. Only your true passion is the ultimate compass that will drive one to the closing.

What do you do like to do for fun?

Play duplicate bridge, reading by the ocean listening to the waves. Attending seminars meeting interesting people.

In one word, describe yourself:

Perseverant

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

50. I believe in treating people the same way you like to be treated. I return phone calls and emails the same day even if I don't have the answer they are looking for. I will reply to update status. People will know you are reliable and working on their issue. I set up priorities emails/texts/phone calls by flagging them in different color, at the end of the day I'm headache free because I know I did a good job.

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