



## 2019 Ones to Watch: Trystan Polsinelli, Compass Commercial

April 16, 2019 - Spotlights

Name: Trystan Polsinelli

Title: Licensed Real Estate Salesperson

Company Name: Compass Commercial

Year that you entered your current field? 2018

List up to three CRE organizations that you are currently a member of: REBNY, ICSC

What do you consider to be your greatest professional accomplishment in the past 12 months?

Being offered the opportunity to join Compass, was an opportunity of a life time. I successfully sold three retail condos, 262-272 Mott St., for a just under \$3,000 per s/f, in my first six months of my investment sales' career. While I know this is unusual, I look forward to the challenge of continuing to produce outstanding results for my clients.

If you have a mentor, who is it and how have they influenced your personal & professional growth?

My mentor is my mother Adelaide Polsinelli. She has worked in the commercial real estate industry for 30+ years closing 1400+ deals and continues to perform on a daily basis. Growing up in a household where I heard stories about some of the most interesting real estate transactions, gave me the inspiration to enter the industry. She leads by example and continues to inspire those around her.

How have your life experiences impacted who you are professionally?

I grew up playing soccer. As a student athlete, I learned to balance school work and sports. It taught me how to manage my time and discipline myself to be successful on the field and in school. Today I apply this self-discipline and work ethic to everything I do.

What was your favorite thing to do as a kid?

Growing up, I loved playing soccer and meeting new people. I brought a soccer ball to every family outing and loved to entertain. Today, I still enjoy public speaking and social settings. I was fortunate

to find a career where every day is an adventure and every adventure is an opportunity. I look forward to playing soccer with my colleagues.

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