2019 Ones to Watch: Joseph Sorbara, ACC Space

April 16, 2019 - Spotlights

Name: Joseph Sorbara

Title: Director

Company Name: ACC Real Estate Services, Inc.

Year that you entered your current field? 2017

List up to three CRE organizations that you are currently a member of: CIBS

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

My greatest professional accomplishment in the past 12 months is earning my position as director at ACC Space. The team recognized my success early in my career, closing approx. 30 deals in my first full year in the business and aggressively recruited me to come aboard. They opened an opportunity for me to create my own brand with their resources. Their approach helps me prospect and assist clients more efficiently.

What advice can you offer to someone who is interested in a career in your industry?

There's a lot of advice I can give to someone interested in this industry. Here are the top five pieces of advice I can give:

Be patient and don't overthink.
Be persistent, but not annoying to prospects.
Only provide information to clients you are 100% certain of.
Stay motivated & don't be afraid of rejection or failure–create your own luck with your efforts.
Keep your calendar, network, and client book very organized.

Who are some leaders that you admire and why? ?

Elon Musk is a leader I admire. He has a way of disrupting major industries & innovating them for the better. His inspirational way of thinking and expression gives his audience the feeling that their

dreams are a reachable reality. His dedication to helping society and benefiting the future generations keeps me following his movements.

What was your favorite thing to do as a kid?

Play baseball. I started at a young age and played through college where I earned my spot as catcher for Ithaca College. Baseball teaches you many things that relate to the real world, such as: handling success, failure & adversity, developing a competitive mindset, being a leader as well as a team player, and earning your opportunities. I have a hefty list of coaches and mentors I can thank for my experiences.