



## 2019 Women in Real Estate: Christine Cosentino, Cosentino Realty & Development

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Name: Christine Cosentino

Title: CFO

Company Name: Cosentino Realty & Development

Association/Organization Affiliations (REAL ESTATE ONLY): LIREG, ICSC

What is your favorite motivational quote?

“When the going gets tough, the tough get going.”

What books, blogs, podcasts, resources or influencers would you recommend to women?

I highly recommend “Tools of Titans” by Tim Ferris and “The Real Estate Game” by William Poorvu. NYREJ, LIBN and The Real Deal are the best resources for real estate news. The “5AM Club” is a great way to start any day, it’s a dial-in conference call for five minutes with entrepreneurs and high achievers. LIREG-W and CREW are such beneficial networking groups because the women are so supportive, they are not only colleagues but friends as well. Attending ICSC in several states has been so influential, I’ve met, listened and garnered advice from developers in several markets.

What recent project or transaction are you most proud of?

Negotiating a deal in Palm Beach Gardens, Florida. This was my first deal out of New York State.

How do you hold your own in a negotiation?

Developing my own skill set at negotiating took time. The main thing I do is never act immediately, I always put thought into crafting a response. I remind myself to never let my emotions get in the way of any negotiation, stay strong, be reasonable and get creative if I need to!

What is the best advice you have received, and who was it from?

“Buy and hold” ~ my Dad

What was one of your biggest accomplishments in the last 12 months?

I recently completed the Advanced Real Estate Finance and Development Professional Certification Program at MIT, a highly competitive program in which I was one of four women in the U.S. to earn a Certification. I was heavily involved with the negotiation, budgeting and building of the first

HomeSense in New York, TJX's newest concept and our newest tenant. I also took lead on the diversification of our portfolio into mixed-use assets, in July we acquired the building that sits at 425 New York Ave., which is home to 10 residential units and the co-working space, Huntington Professional Suites.

Who inspired you to join the CRE Industry?

My mom, she is a residential broker and pushed me to be on the commercial side.

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