



2019 Ones to Watch: Patricia Collins, Tudor Collins Commercial Real Estate

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Name: Patricia Collins

Title: Broker/ Owner

Company Name: Tudor Collins Commercial Real Estate

Address: 4498 Main Street, Buffalo, NY 14226

Real estate organizations: WNY Chapter of NYSCAR, NYSCAR, NAR

Who or what do you attribute to your success?

I attribute my success to a strong support network which includes my business partner Eric Tudor, my family, my various mentors and my personal attention to details. Without support from these individuals it is easy to get discouraged in this very competitive industry. Being able to complete some successful transactions then leads to happy clients and referrals that help grow the business.

?What advice can you offer to someone who is just getting started in your industry?

Find yourself a few reliable mentors that you can turn to for advice. The mentors don't all need to be in the industry. In fact, sometimes it is better if they have an impartial opinion. Also, be patient. The commercial real estate industry takes time to establish and grow a book of business, but it is very rewarding to know you had a part in helping your clients with one of the largest financial decisions a company has to make.

If you have a mentor, who is it and how has this relationship influenced your professional growth?

I have several mentors. As I stated above, they are a very important part of my professional growth. There are two that I turn to most often. One is in the industry and has given me advice many times. We frequently pick each other's brain for market conditions, inventory updates and experience.

What was your favorite thing to do when you were a kid?

My favorite thing to do as a kid was go on family camping trips to the Adirondacks. I looked forward to this vacation every year.