



## 2019 Ones to Watch: Tonia Damiano, Simone Development Companies

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Name: Tonia Damiano

Title: Development Manager

Company Name: Simone Development Companies

Address: 1250 Waters Place, PH 1, Bronx, NY 10461

Who or what do you attribute to your success?

Throughout my career so far, I have been very fortunate to work with incredible real estate professionals, many of whom I consider my mentors in the industry. I'm proud to be a part of the development team at Simone Development Cos., working with the Simone family and learning from professionals with decades of experience like Megan Guy and Guy Leibler on a daily basis. Our lean team structure and family office culture has awarded me with opportunities to challenge myself and learn every facet of the real estate development process.

How have your life experiences impacted who you are professionally?

I've been around commercial real estate for much of my life as the daughter of a professional engineer. Growing up around schematics and blueprints has likely steered me towards real estate development. My father had instilled in me values of creative problem solving and authenticity, which I prioritize every day.

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

When I was a kid, I would spend plenty of time outdoors including running a pretty intense lemonade stand operation!

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

Before jumping into real estate development, add as many 'tools' to your professional 'toolbox' as possible by experiencing the entire commercial real estate lifecycle, from valuation and brokerage to debt and equity investments. I believe in the importance of listening and learning from others' real estate transaction successes and challenges. Ask thoughtful questions and meet as many people in the industry as you can while leaving a positive impact wherever you go.

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