



## 2019 Ones to Watch: Gary Pezza, NAI Long Island

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Name: Gary Pezza

Title: Licensed Real Estate Agent

Company Name: NAI Long Island

Address: 175 Broadhollow Road, Suite 150, Melville, NY 11747

Real estate organizations: CIBS, ICSC, Melville Chamber of Commerce

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

A doctor called me last year to lease out his 1,500 s/f office space because he was retiring. When we met he informed me that he was actually the owner of the building. As we continued our discussion I found that he had no mortgage on the property so I asked him if he'd ever thought about selling and holding the mortgage if he received the proper down payment. His first reaction was, "No way!" but, the short story is I wound up leasing the 1,500 s/f space and selling the building. Always think of all your options.

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

If you make a decision to pursue this profession, you have to give it 110%. I've seen so many people go through getting a real estate license thinking it will be an easy career and quick money. They wind up getting frustrated and giving up. Don't sit at your desk and think the phone is going to ring. Knock on doors, make cold calls and do anything else you can to bring in business. If you want to be successful in this industry, stay strong and never give up!

Who or what do you attribute to your success?

I attribute my success to having integrity, being true to my word, developing good relationships with my clients and working hard on every listing that I get. If you have these qualities it will reward you by getting repeat business and referrals. Whether it's a small or a large listing I always treat every client the same.

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

I would say my father was my mentor and influenced my professional growth. He instilled a strong work ethic in me at a young age which I continue to use to this day.