



2020 Ones to Watch: Hakeem Lecky, Bestreich Realty Group

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Name: Hakeem Lecky

Company: Bestreich Realty Group

Title: Senior Associate

Education: Syracuse University

Which project, deal, or transaction was the “game-changer” in the advancement of your career?

Being a problem solver is very helpful in this business. One of my more memorable deals involved helping a client who needed to scale down from the building that she grew up in, into something less management intensive. We were not only successful in selling her current building, but we were also successful in helping her purchase a replacement property that made the most sense for her.

What do you like most about your job?

In our line of business, I enjoy meeting people and allowing me to use my interpersonal skills. Through meeting new people, we are fortunate to be able to hear everyone’s story (where they’ve been, where they are now and where they’re going). As real estate professionals, we help people during major milestones in their lives. It can be very rewarding and satisfying knowing you have successfully helped someone make a big transition at a certain point in their life and that you were able to be a part of that new chapter.

What social media platform do you use the most professionally?

I use LinkedIn and Instagram the most professionally. I like to see what deals are happening in each market via the Traded Instagram account. LinkedIn allows me to continue networking with different people in the business.

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