



## 2020 Ones to Watch: Toby Waring, Bestreich Realty Group

February 18, 2020 - Spotlights

Name: Toby Waring

Company: Bestreich Realty Group

Title: Sales Associate

Education: B.A. in International Communications – University of Connecticut

A.A. in Marketing and Advertising – Macquarie University (Sydney, AU)

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

The sale of 871 Park Pl., was a “game-changing” moment in my real estate career. Although it was a small deal in terms of square footage, I was able to find a buyer that paid top dollar for the property and we set a price record with the sale. The sale taught me that success isn’t a measure of dollar value, but the direct correlation between my work ethic and the outcome of a deal. Along with this sale, we have sold 50% of the free market mixed-use buildings on 5th and 7th Ave. in Park Slope, Brooklyn.

How do you contribute to your community or your profession?

I am an active member of C3 NYC Church. Our congregation has made huge community impacts through initiatives like our Urban Garden, which helps feed local families in NYC with healthy produce that they may otherwise not have access to. C3 also has a prison ministry group where members can host and/or attend dinner parties in Brooklyn juvenile group homes, or mentor inmates in correctional facilities in the Bronx and Brooklyn.

What led you to your current profession?

Throughout my professional career, I had always been in client-facing roles, where I thrived on cultivating relationships to meet goals. I knew I needed to bridge the gap between the skills I had mastered in sales and my desire to take control of my career. I am an entrepreneur and a “deal hound”, and commercial real estate felt like the perfect fit for me. BRG has given me the mentorship needed to take my career to the next level.

What do you like most about your job?

Working in NYC real estate has given me the opportunity to meet people from all walks of life. This

has allowed me to understand my community on a deeper level, and in turn makes me better at my job. I wake up every day excited to complete transactions and find new deals, and I feel truly blessed to have a career that I am passionate about. The atmosphere at BRG is that of a family. The resources, technology and mentorship available at BRG is unparalleled. Each day I am learning from industry leaders whom I respect and admire.

What can our political leaders do to increase equality in the workplace?

I strongly believe that all people should be paid based on the results they produce, not their gender, race or religion. Although discrimination laws and policies exist internally in corporations, and even at a national level, many people are still falling through the cracks and are treated less than and paid less than their peers due to their gender, sexual orientation, or race. Political leaders need to do more in enforcing these already existing policies on a state and national level, and employers need to be held accountable for their actions (or lack thereof).

Who or what inspires you?

Hardworking people with good attitudes inspire me. My parents Mark and Donna and brothers Ben and Sam inspire me daily. I have been inspired professionally most by Margaret Keane, Erik and Andrea Anderson and Mark and Briony Scott. This group of people have proved to me that with hard work and dedication that dreams can come true. Keane has treated me as one of her own, she is living proof that if you trust your instincts, you can break barriers, she is one of only two women who lead an independently traded U.S. bank valued over \$10 billion.

If your life were made into a movie, what actor would you want to portray you?

I would without a doubt want Tom Hardy to play me in my autobiographical film. Hardy has grit, determination and is an all-around bad-ass human. I am an immigrant to the U.S. from Sydney, Australia and at the end of the day, I can be “a little rough around the edges.” Hardy can play any role. Even Toby Waring.

What social media platform do you use the most professionally?

I have found Instagram to be the most useful social media platform to use professionally. The NYC real estate community has built a large presence there that allows for all of us in the industry to keep a pulse on the market. I have made connections with other brokers in the area (and globally) through the platform and have also been able to connect with new buyers and capital in the market. Instagram is a great promotional tool for our listings and in some cases has successfully drawn in potential buyers. You can follow me on Instagram @bklynbricks.

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