



## **2020 Ones to Watch: Nathan Abraham, JRT Realty Group**

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Name: Nathan Abraham

Company: JRT Realty Group

Title: RE Salesperson

Education: B.S. in Real Estate – Virginia Commonwealth University

How do you contribute to your community or your profession?

Contributing to this profession is about creating an indispensable need for our services and knowledge base. To this end, I try to bring to each assignment/project the best possible practices I can. You need to either create or reinforce the need for a client to transition or the value of maintaining a current position. Above all, you need to service the client and provide all the information needed to deliver a level of comfort with an outcome.

What led you to your current profession?

Brokerage for me was about being able to fulfill a desire to be involved with the built world while also helping people see how they fit into it. Rather than being solely involved in architecture like my father, I wanted to be a part of creating the need and figuring out how to solve it from an overarching perspective. The thrill is to understand a company to the level that your guidance improves their bottom line as well as their quality of life. This business is all moving parts and understanding how all these components can fit together to better a business and the people a part of it.

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