



## **Ones to Watch Fall 2022: Robert Mulholland, Meridian Capital Group**

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Robert Mulholland  
Director

What recent project, transaction or accomplishment are you most proud of? Starting a career as a retail leasing broker at the start of the COVID-19 pandemic is an accomplishment I am incredibly proud of. Persisting through the most volatile market in years and coming out of it successful is a testament to my determination to succeed in this industry.

Tell us about a mentor or role model that has influenced your career choices? Bob Gibson, a broker of 35+ years, gave me and continues to give me some of the best career advice. A quote from him pushes me every day - "Work hard to get lucky. The harder you work, the luckier you get."

What 3 skills do you consider the most important to be successful in your industry?

1. Always do your homework so you can give the best possible advice
2. Always have a plan
3. Always follow up – be persistent

What is one lesson that you had to learn the hard way? One lesson I learned early on is to never put all my eggs in one basket. In this business you always need to have deals in the pipeline, and you should never say to yourself that your pipeline is full - you can always take on more work.

What do you enjoy doing when you are not working? I enjoy skiing, hiking, and fishing in my free time.