



## **Ones to Watch Fall 2022: John Abbate, Douglas Elliman Commercial**

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John Abbate  
Real Estate Salesperson

What recent project, transaction or accomplishment are you most proud of?

I've only been with Elliman since the summer and I've been able to generate a substantial pipeline here, as well as establish myself in the industrial sector. Having strong momentum even during these unprecedented market conditions is a great feeling.

Tell us about a mentor or role model that has influenced your career choices?

I can't point to just one, I try to learn something from each person I meet. However, since I've been at Elliman I've realized that Michael Murphy's leadership ability is top class. That's a super rare trait and it's certainly impacted me positively.

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

Fearlessness with regards to outreach is far and away number one. If you can't pick up the phone and can't go out and meet new people, it's over. Knowing your information and presenting yourself well are the other two.

What is one lesson that you had to learn the hard way?

Only worry about what you can control. There's going to be craziness or less than ideal environments, you just have to focus on your work and doing what's best for you in the given scenario. There's always a solution.

What do you enjoy doing when you are not working?

I took up tennis over the quarantine in 2020 and it's become one of my favorite things to do. I'm always looking for new people to play with, so if you need a hitting partner, feel free to give me a call.