



Ones to Watch Fall 2022: Jackson O'Neil, TerraCRG

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Jackson O'Neill
Senior Associate, Investment Sales

What recent project, transaction or accomplishment are you most proud of? 238 Conover St. was a deal in which we generated a lot of interest and tours, resulting in a competitive bidding process in which buyers competed against each other to get the best price for our client, the seller.

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

My late grandfather, Paul O'Neill, advised me to look for a company where I answer yes to the following every day:

1. Do I receive dignity and respect?
2. Am I given resources I need to contribute to the organization?
3. Is my work acknowledged by someone's opinion I value?

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

enacity, adaptability, and perseverance.

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

One lesson I learned early on at Terra

-CRG is that time is everything. I was spending hours on multiple off-market assignments where we did not have an exclusive or prior relationship, and all but one resulted in real business.

What do you enjoy doing when you are not working?

When I'm not working, I like to paint and participate in outdoor activities. My paintings are large scale 2'x3' to 5'x4' canvasses that I stretch myself and paint in an abstract style.

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