



2024 Ones to Watch Rising Stars: Paul Knox, GPARENCY

February 27, 2024 - Spotlights



Paul Knox
Head of Originations

GPARENCY

“Paul Knox, a dynamic young broker at GPARENCY, has rapidly ascended to the ranks of top sales brokers. His pivotal moment in the past year was his dedication to mentoring new brokers, fostering teamwork, and enhancing overall sales performance, showcasing his leadership potential.” - Henny Maybloom, Project Manager, Marketing at GPARENCY.

Who are the key people in your life that have contributed to your success?

In January, under Ira Zlotowitz’s mentorship at GPARENCY, I successfully trained a team of new brokers, leading them to secure 45 deals in their first month. Ira’s direct and demanding approach not only honed my skills but also instilled a relentless work ethic, pivotal to our collective achievements.

Outside of your career, where? else do you seek continuous learning and personal growth??

I’m passionate about mastering communication. Saturdays are for immersing myself in audiobooks on sales and effective dialogues. I thrive on public speaking and cultivating relationships. These pursuits sharpen my professional edge and deeply enrich my personal life.

How do you balance your rising career with your personal life?

I seamlessly blend my career with my personal life, as my work is my passion. Each unique deal and client keeps me engaged and fulfilled. Living my dream job means it never really feels like work, making the balance natural and enjoyable.”

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540