



2024 Ones to Watch Industry Leaders: Paul McCormick, Ariel Property Advisors

May 28, 2024 - Spotlights



Paul McCormick
Partner – Sales Management

“Paul has played an integral role in the expansion of Ariel and was named a partner in 2022 in recognition of his accomplishments. He joined Ariel in 2015 to start the Capital Services Group, which he oversees along with the Investment Sales Group. He also spearheads the firm’s recruitment efforts.” - Shimon Shkury, President and Founder at Ariel Property Advisors.

In the last 12 months what accomplishment are you most proud of? I’m most proud of driving Ariel’s revenue in an uncertain market. Specifically, increasing the firm’s market share and growing the capital services group, which will continue to expand because of Ariel’s recently announced strategic partnership with GREA, a nationwide network of independent real estate investment services companies. This bullish outlook has enabled the firm to identify and hire new talent, which has been particularly gratifying because we are positioning the firm for future success.

In the last 12 months what was one of the biggest challenges you faced as a leader and how did you overcome it? Like the entire CRE market, we’ve faced uncertainty and volatility because of higher interest rates and economic headwinds. With 20+ years of experience in the industry, I’ve worked through several business cycles and understand that no crisis is as bad as it seemed at the time. Therefore, it’s important to lead by example, encourage consistency in performance, educate with ongoing training and communicate that with every obstacle comes the opportunity to position oneself to thrive.

Best books, podcasts, or apps for aspiring leaders:

- Meditations by Marcus Aurelius, Roman Emperor 161–180 CE
- you^2: A High Velocity Formula for Multiplying Your Personal Effectiveness in Quantum Leaps
- As a man Thinketh: The Original 1902 Edition (The Wisdom of James Allen)

Best advice for new leaders: Block out noise. Focus on what you can control. Improve performance daily.