



CELEBRATING  
55 YEARS

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## **Ones to Watch 2019: Eric Schultheis, Sweeney Real Estate & Appraisal**

May 31, 2019 - Spotlights

Eric Schultheis

Sales Agent and Appraiser

Sweeney Real Estate & Appraisal

Year you entered your current field? 2014

What do you consider to be your greatest professional accomplishment in the past 12 months? In the last year my network has grown exponentially through strategic positioning. My existing relations within the Rhode Island market have strengthened and I have made many new contacts and friends along the way. My network is the key for generating business. In real estate, having a loyal network is everything. It also helps to have a reliable support to assist you in supporting and advising your clients in their decision making. My favorite part about my job is being successful in assisting my client, the greatest reward is their referrals.

Who or what do you attribute to your success? I've had several great mentors but, they didn't seek me out. I enthusiastically jumped into real estate with little knowledge of the industry. I had to be very diligent in my search for finding a position in the appraisals industry. After a few years of learning and understanding the market by conducting appraisals, I joined Sweeney Real Estate & Appraisal to expand my service offerings to commercial sales. Commercial Real Estate is not a typical path of someone my age but that is what I find to be exciting. Being successful in this market takes a lot of grit and perseverance, two attributes that I am very proud to say I possess. My personal and professional growth is a testament to my successes.

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