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## 50 year anniversary question and answer Webster Collins

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Name: Webster Collins

Title: Executive V.P./Partner

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Years with Company 30

Years in real estate industry: 53

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In what way has the New England Real Estate Journal been a benefit to you and your business?

Benefit to Me: I am in the knowledge business. This is why people hire me. To be able to accumulate knowledge, appraisers and consultants must always be looking for data, studying markets, and staying current as to cycles and trends. The New England Real Estate Journal is a key source for me. I do not read it in the office. My copy comes to my home address where I can read is quietly as I think and plan my days ahead. Benefit to my business: over many years, I have been asked to write articles. I have written over 80 for the New England Real Estate Journal. These articles mostly address market change and market conditions. At times they address controversial or burning issues. My articles have extended my longevity in the business. They have kept the telephone ringing and more recently the flood of e-mails on various questions. I have always said that I would retire when my clients retire me and they do not want me to!

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