



CELEBRATING
55 YEARS

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50 year anniversary question and answer Rich O'Connell

March 28, 2013 - Spotlights

Name: Rich O'Connell

Title: President

Company: RJ O'Connell & Assoc.

Years with Company: 9

Years in the Industry: 30

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What year did you discover the New England Real Estate Journal and what business were you doing at that time? It was around 1985 while working at Sumner Schein A&E as a project manager in their civil engineering group I started to become more involved with business development and Steve Schein would leave me his copy after he was finished reading it.

In what way has the New England Real Estate Journal been a benefit to you and your business? The New England Real Estate Journal has helped me keep in touch with current development projects in the area over almost 30 years, who's doing what and who might be a good prospect to follow up with. It also provided a means for our client to highlight their projects that was good advertising for us. We have been running our advertising with the Journal since we founded RJ O'Connell in 2004 and have found it beneficial to our overall business development efforts.

How long have you been affiliated with the commercial real estate industry? 30+ years.

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