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## 50 year anniversary question and answer Earle Wason

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Name: Earle Wason

Title: President

Company: Wason Associates Hospitality Brokerage Group

Years with Company: 22

Years in real estate industry: 40

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What year did you discover the New England Real Estate Journal and what business were you doing at that time? I began reading the Journal around 1975 when I had the role of sales manager for a 5 office firm. The firm did some commercial real estate sales but the reading the Journal made me realize that there was much more to being in the real estate business and decided that was a direction in my career that would be more challenging and rewarding. This in turn was one of the factors that convinced me to enroll in the CCIM program courses and then to acquiring the CCIM designation in 1985.

In what way has the New England Real Estate Journal been a benefit to you and your business? Our brokerage business is conducted in most of the New England States. It helps to be informed as to all related real estate activities for many reasons. It allows me to be better educated as to what may be important in communities where I have properties for sale, insight as to who is active in different market segments that may be helpful to me, and provides the trends that affect my business.

How long have you been affiliated with the commercial real estate industry? I had completed some small commercial sales starting in 1975 and from that time to the late 1980" participated in many facets of the industry: residential development, management, business transactions and some commercial activity. It was in 1990 that I committed to only specializing in hospitality transactions that included Hotel, large motels Resort Inns and some other hospitality related properties. I have completed more than 250 hospitality transactions since making the commitment in 1990.

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