



CELEBRATING
55 YEARS

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Belcher of HRP Associates on contributing to the industry

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Name: Zoe Belcher

Title: Project Manager

Company/firm: HRP Associates, Inc.

Years with company/firm: 14

Years in field: 14

Years in real estate industry: 14

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Real estate organizations/affiliations: CREW-CT/Real Estate Exchange, PWC

How do you contribute to your company and/or the industry?

Over the past 12 years I have become an expert in Brownfield's redevelopment. This contribution has allowed HRP to complete several large Brownfield projects. Redevelopment of these properties gets them back on the tax roll and creates jobs which promote the local economy.

How are you using social media to promote yourself and/or your firm?

I prefer LinkedIn as a social media vehicle for my professional life. I actively seek out and except connections with individuals in all fields. Connecting is only the first step, follow-up is the key. Once connected, I reach out and ask the individual what type of leads are good for them. The best way to build a rapport with you network is to help them first.

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