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Women in Real Estate: Virginia Vinci of Pearce Commercial Real Estate

June 18, 2015 - Connecticut

Years with company/firm: Since 1991

Years in Field: Since 1988

Years in Real Estate Industry: Since 1982

Telephone: 860-721-8100 ext 605

Email: vvinci@hpearce.com

URL: www.hpearce.com

Real Estate Organizations/Affiliations: I am a member of the National Association of Realtors; Connecticut Association of Realtors; Greater Hartford Association of Realtors; and the Commercial Investment Division of the Connecticut Association of Realtors

How do you use social media to promote yourself and/or the company/firm? We have a feed to a Company Facebook page

If you could choose one thing differently when you first started, what would it be? Start with the Pearce Company. The right company makes all the difference!

What advice would you give women just starting out in Commercial Real Estate? Further your education, achieve the CCIM designation

During the last 5 years of your career, which professional accomplishment, honor, or achievement has meant the most to you and why? Making the client happy and knowing he or she has made the right move.

When was the first time you realized that you were meant to be in the CRE Industry? I started in the 80's when business was booming. Immediately it was exciting.

What are 3 words that describe your company atmosphere? "There for me"

When you think of the CRE Industry, what are 3 words that come to mind? Knowledgeable, honest, friendly

What are 3 things you will try doing or accomplishing in the next 10 years? Making great deals, mentoring, and retire