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Ones to Watch 2019: Kevin Trainor, Bay State Property Management

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Kevin Trainor
President
Bay State Property Management

Year you entered your current field? 2004

What do you consider to be your greatest professional accomplishment in the past 12 months? Reaching our 15th year in this business. And so many things contributed to our getting to this place, including confidence from some condominium and property managers when I first started this business. It really began as a result of my living in a condominium complex where I thought the management had neglected the building maintenance. I thought, with my background in finance and construction, I could do a better job for them. And after meeting with the board of trustees, they took a chance on me. And that was what led to the launch of this company.

What advice can you offer to someone who is interested in a career in your industry? Be responsive! In our industry, seconds and minutes count when someone has a problem. Whether that's snow that needs to be plowed, a plumbing issue, or any other property management issue, people need to know that their problems are being addressed quickly and correctly. Have the right people in place to help with your clients; return all calls promptly and that keeps everyone happy.

Who are some leaders that you admire and why? Two people in the business community I admire are my father, Frank Trainor, who is the founder of Commonwealth Building, Inc., in Quincy. With more than 40 years in the industry, he does things the right way. And he has always believed in a strong commitment to the communities his company serves. Another is Jay Nuss, principal at Jay Nuss Real Estate. Jay is the go to person for commercial real estate needs in this region. Both Jay and my father are ethical, strong business leaders and I enjoy having the

If you have a mentor, who is it and how have they influenced your personal & professional growth? My father, Frank Trainor. I have always been able to bounce ideas off him and get the benefit of his experience having run a business for many years, in particular when I started Bay

State Property Management. Having someone in the family with the experience he has, and the willingness to share it, has benefitted me greatly along the way with my business. And in my earlier years, I had the chance to work in the construction industry at his company. The experience was extremely valuable to me.

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