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2020 Women in Real Estate: Angela Nuss, Director of Special Projects at Jay Nuss Realty Group, LLC

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Angela Nuss
Jay Nuss Realty Group, LLC

Who inspired you to join the CRE Industry? I credit both of my parents, Jay and Carol Nuss, for my career change. My dad, Jay Nuss, has been in the commercial real estate industry for more than 35 years. As I listened to him, it was something that always interested me. I had been working in the property and casualty insurance business in which I still maintain my license and designation. My employer had downsized and I was debating on what to do next, and my mother said, "Your dad and I have a brilliant idea!" And, as is sometimes said, the rest is history.

How have you been networking during the lockdown? I am the Chapter Leader of NGU (Networking Group USA) Weymouth. We started the chapter "live" in February, and then COVID happened. We immediately pivoted to all virtual meetings. Our group meets twice a month. In addition, I schedule between three and five one-on-ones each week, with my group, with Chamber of Commerce members, and from LinkedIn connections. I am active in three chambers and our company belongs to four. Easily, two thirds of my virtual one-on-ones come from networking groups, so it really works.

What honor, achievement or recognition means the most to you and why? The Paul Harris Fellow Award in March of 2015 from the Braintree Rotary Club – one of the few non-Rotarians to receive this honor. The other is the Distinguished Toastmaster recognition, which I received in April.

What books, blogs, podcasts, resources or influencers would you recommend to women? Ali Brown's podcast, "Glambition Radio" for Women Entrepreneurs, is great. I also recommend "Engaging Voices" with Stacey Shipman. Don Wilson is the author of "What's Your Woobie," and has a podcast that I will be a guest on sometime soon. Another great self-help book is "You Are a Badass," by Jen Sincero. I'm a big fan of anything Mel Robbins does. I also like writing in a happiness journal!

What is the best advice you have received, and who was it from? Some of the best advice I have received is from my dad, Jay Nuss, who says, "Underpromise and over deliver." Another bit of advice to remember about keeping appointments. "On time is late and early is on time." Don't keep prospects, clients, or friends waiting.

What recent project or transaction are you most proud of? The launch of the Weymouth Area Chapter of Networking Group USA (NGU). I am the chapter leader. We started in February, had three live meetings, and transitioned to Zoom. We have grown the group to 16 members. It's a great group and we're still looking for a few additional quality members!