

2020 Year in Review: Robert Horvath, Horvath & Tremblay

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What was the most difficult part of working during the pandemic of 2020? We were very fortunate to have our systems and processes very portable, our teams were very agile and efficient during COVID. The two biggest challenges were the following:

- Third Parties working from home, they were a bit slower to react to deal needs than usual;
- Junior Agents working remotely and not having the in-person learning that occurs in a collaborative office environment.

What aspects of working from home have you enjoyed most? I got to play soccer in the back yard with my daughter for 30 minutes in the afternoon every day.

What was your greatest professional accomplishment or most notable project,

deal, or transaction in 2020? We were able to rapidly expand Horvath & Tremblay with great people; we had our best year since inception.

What are your predictions for 2021? We were pleasantly surprised on how strong 2020 was within the investment sales space, I am optimistic on 2021, next year should be very strong.

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