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## **2021 Ones to Watch: Tim McGeary, Senior Associate, Northeast Private Client Group**

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Which project, deal, or transaction was the “game-changer” in the advancement of your career? The Ambassador Apartments on East Side of Providence, RI. At the time, it was my largest sale to date, really helped spring forward my career at the start of my third year, and increased confidence to transact on deals of that size. This sale has led to more business throughout Providence and the state today.

How do you keep your team motivated despite conflicts and obstacles? It only takes one good call, conversation, deal to change your outlook and set yourself up future business. Embrace the conflicts and obstacles; it only makes you a better broker in the future when put in similar situations.

Who was/is your mentor and how did s/he influence/help you in your career? I have a few mentors in this business. Ed Jordan got me started and helped me with training. Colleagues Brad Balletto and Taylor Perun continue to mentor me through their experience and persistent work ethic.

What advice can you offer to someone who is interested in a career in your industry? Real estate is a long-term game. If you expect to come in and sell property on day one, you’re not going to last long. My best advice would be to put your head down and your best foot forward for a couple of years, and soon you will see actual results. There are many ups and downs in real estate, try to stay grounded no matter the situation. Focus on creating relationships and always be honest and transparent.

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