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2023 Ones to Watch - Industry Leaders: Thomas Shihadeh of Marcus & Millichap

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Thomas Shihadeh
Vice President/Regional Manager
Marcus & Millichap

3 skills that you use every day in your position: Strategic thinking, business consulting, and fostering professional development

Best book, podcast, or app for aspiring leaders: Extreme Ownership by Jocko Willink

Best advice for new leaders in 10 words or less: It Starts With You!

What recent project, transaction or accomplishment are you most proud of? Our team's consistency this year is a testament to their hard work and commitment. Our office handled a majority of the firm's 150+ investment sales in Boston & New England this year. Nearly all these closings stem from long-term relationships established in the market. It can be difficult for a broker to take an advisory approach over a transactional one, especially during tough times. Yet, this shift was instrumental for 2023's success despite notable challenges.

What makes this nominee an Industry Leader? "Tom has transformed Marcus & Millichap's Boston office into a distinguished brokerage firm in New England during his three-year tenure. His accomplishments mentoring and building relationships within his team and the commercial brokerage industry have resulted in the successful recruitment, training, and deployment of the next generation of leading CRE brokers." - John Horowitz, Senior Vice President, Division Manager at Marcus & Millichap.