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2023 Ones to Watch - Industry Leaders: Eric Schultheis of Sweeney Real Estate & Appraisal

November 24, 2023 - Spotlights



Eric Schultheis
Salesperson & Appraiser

3 skills that you use every day in your position: Adaptability, Communication & Problem Solving

Best book, podcast, or app for aspiring leaders: One Minute Salesperson by Spencer Johnson & Larry Wilson

Best advice for new leaders in 10 words or less: Find a good mentor.

What recent project, transaction or accomplishment are you most proud of? I started in the Rhode Island market as an appraiser that had a salesperson license. My business was split heavily in favor of appraisal work – over the last five years I have expanded my network exponentially and developed lasting relationships within the Rhode Island business community. As a result, commercial property sales now make up the bulk of my business. I am extremely proud of the relationships built over the years that have fostered this growth.

What makes this nominee an Industry Leader? “Eric is a Swiss army knife; he is proficient in a magnitude of real estate related services. From appraising to brokerage to consulting, Eric is really invested in delivering on every aspect of the real estate owners need.” - Christina Rouse, Marketing & Operations Director at Sweeney Real Estate & Appraisal.