



CELEBRATING
55 YEARS

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2024 Ones to Watch - Industry Leaders: James Glickman, NAI Glickman Kovago & Jacobs

November 29, 2024 - Spotlights



James Glickman
Principal and Founder

Three skills that you use every day in your position:

Strategic decision-making, relationship building and networking, and leadership and team development.

Best book, podcast, or app for aspiring leaders:

The 7 Habits of Highly Effective People by Stephen Covey.

Best advice for new leaders in 10 words or less:

Lead by example, listen more, and empower your team.

What was one of your biggest challenges as a leader and how did you overcome it?

As a leader, I may not always agree with certain decisions, but learning to prioritize a culture where employees have a fair voice is important. By fostering open dialogue and encouraging diverse perspectives, leaders can contribute to a positive environment that allows for shared goals while embracing different types of growth. This approach has served me well for strengthened team cohesion, enhanced innovation, and ensured that everyone felt heard, even when we had differing viewpoints.

What makes this nominee an Industry Leader?

“Jim Glickman’s industry connections are truly exceptional. Across central Massachusetts, his name is consistently associated with positive impact and professional excellence. As his partner at NAI Glickman Kovago & Jacobs, I take great pride in being aligned with his reputation. His integrity, strong relationships, and commitment to the industry are the hallmarks of his leadership in commercial real estate.” - Michael C. Jacobs, managing principal, NAI Glickman Kovago & Jacobs.

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