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Robert Yale 2009

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Name: Robert Yale, CCIM

Title: Managing director, senior advisor

Company: Sperry Van Ness, ComVest Realty

Location: 360 Church St., Suite 120, Northborough, Mass.

Birthplace: Middletown, Conn.

Family: Married with four children and eight grandchildren

College: Yale, University of Connecticut (BA and MBA)

First job outside of real estate: Sales, selling contract builders hardware

First job in real estate or allied field: Started own company in January, 1988

What do you do now and what are you planning for the future? Currently working like a dog to get customers and listing - and then get the deals closed.

Hobbies: Biking and camping

Key to success: Plan

If you were to choose another vocation what would it be? It would still be sales

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