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Portelli of Highcap Group chosen as a Women of Valor

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Christen Portelli, Highcap Group

Name: Christen Portelli

Title: Managing Principal

Company Name: Highcap Group

Years in Commercial Real Estate: 13

In the last 12 months, which project, transaction, honor or accomplishment are you most proud of and why?

I am extremely honored to have been chosen as a Women of Valor by the St. Francis Food Pantries and Shelters which recognizes successful women within the New York City real estate community and their contributions to the organization. The event at the Waldorf Astoria brought together over 900 real estate industry professionals which raised close to \$500,000 for St. Francis which helps feed over 10,000 underprivileged N.Y.C. families each week.

What were your biggest fears when you started out in your profession?

Starting out as a broker, my biggest fear was fear of the "unknown" - not knowing when my first and next deal would be made. However fear of the "unknown" quickly turned into excitement and I embraced the

concept. The most amazing thing about the real estate industry is the "unknown" of what each day will bring. Every day is new "unknown" with the people you meet, conversations, negotiations, leads etc. Closing the deal is always great, but it's the everyday "unknown" experiences that make the industry so rewarding and inspiring.

What was your first job and what did you learn from it?

My original game plan for a career was to become an attorney. Prior to committing to law school, I wanted to have a hands-on experience in a law firm. I was a Legal Assistant at Duval & Stachnfeld LLP in the real estate department. I learned countless lessons from effective communication, meticulous attention to detail, document interpretation and negotiating skills. However, the most significant life lesson learned was the passion I had for NYC real estate. For that I'm ever so grateful as I absolutely love the career path I have chosen.

What is your favorite quote?

"Success is most often achieved by those who don't know that failure is inevitable." - Coco Chanel