

Women in Real Estate

Portelli of Highcap finds mentoring deeply rewarding

Christen Portelli



Managing Principal
Highcap Group

What have been some of the benefits of being a mentor or having a mentor?

When starting out in this industry its crucial to have a mentor as there are never truly black and white answers in this industry especially when negotiating, this type of mentoring sounding board is helpful at any point in one's real estate profession. At this stage in my career, being a mentor is inspirational, especially when working with a fresh eyes perspective. Seeing new agents develop and grasp the business is also incredibly rewarding. Being on either side of

the fence creates a synergy of positive energy; brainstorming and strategizing about analyzing, logic, reasoning and even psychology on a deal are benefits to both being a mentor and having a mentor.

Who or what has been the strongest influence on your career and why?

The strongest influence on my career was going through the last quarter of 2008 and going into 2009. Having the industry come to a complete halt was shocking but navigating through the following year or so brought not only challenges but a wave of creativity which was an incredible experience. Having not been through a true down cycle before this time, I quickly learned that there are innovative ways to make deals no matter what type of market you are in. Going through that experience was extremely influential as it taught me about resilience.

What time management strategies do you find to be the most effective for you?

Prioritizing!

Peisic of Highcap: Thankful for learning experiences from mentors

Meiran Peisic



Investment Sales
Associate
Highcap Group

What have been some of the benefits of being a mentor or having a mentor?

My managing principal, Christen Portelli, is a mentor for me. She is a very smart, intelligent woman with significant experience and behind a lot of successful transactions. I love her brilliant and professional way to handle transactions and I learn a lot from her.

Garcia of Highcap reveals some time management strategies

Patricia Garcia



Director of
Investment Sales
Highcap Group

What recent project or transaction are you most proud of?

In 2015 I sold a building in Midtown East which just led me and my firm to get hired on one of the neighboring buildings. This new project involves a very strategic assemblage that will ultimately yield a significant new development

opportunity. There are a lot of moving parts and many different players involved and I am proud to be spearheading this new project on behalf of Highcap Group.

What time management strategies do you find to be the most effective for you?

Dedicating and setting specific blocks of time to tasks that will produce the best results. For example, I block off 2 hours in the morning to canvass new building owners and to follow up on past leads. Then again another 2 hours at the end of the work day for more canvassing. This is what I call my "do not disturb time". By doing this I try to minimize distractions that are caused by emails and incoming calls that are not of an urgent nature and can focus on bringing in new business.

Abramov of Highcap shares deals, honors and benefits of mentors

Michelle Abramov



Investment Sales
Associate
Highcap Group

What recent project or transaction are you most proud of?

I have to admit, the most recent thrilling deal I am proud of is closing an East Harlem site at nearly record breaking \$300 per s/f. Lots of lost sleep until that deal closed!

What recent honor, achievement or recognition has meant the most to you and why?

I just wrapped up my spring semester of Graduate School at NYU's Schack Institute of Real Estate (going for Real Estate Development Masters) and managed to continue to my 4.0 streak. Not easy being a full time New Yorker!

What have been some of the benefits of being a mentor or having a mentor?

Having a mentor is super important in the fast pace field of real estate. There are factors that are constantly changing the playing field and it's good to have an experienced mentor who can guide you through the different phases of real estate in your career.

Congratulations to the women of

HIGHCAP GROUP

Investment Real Estate Solutions

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