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Executive of the Month: Santomassimo, founder and ...

A: Back in 2011 I authored my first book, "Brokers Who Dominate - the 8 traits of top producers" This was the result of the study of hundreds of successful brokers in various stages in their careers The book profiled 23 individuals and explored how they attained, and have maintained their success The eight traits are discipline, orientation

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leasing transactions over the past ten years He was profiled in the book "Brokers Who Dominate, 8 Traits of Top Producers" Mr Strange has represented such clients as Robert Jones with Rainier Realty Acquisitions; Trey Ayers with Dominion Group; Mukang Cho with In-Rel Properties; and Sean Bannon with Zurich Asset Management Prior to joining Newmark Grubb, Strange served as Managing

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the past ten years He was recently profiled in the book "Brokers Who Dominate, 8 Traits of Top Producers" Strange has established himself as a knowledgeable expert in the GSA arena, and continues to complete government-leased property sales across the nation Leveraging

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