

THENATIVESOCIETY

Tell Us Your Native Story.

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Ben Jacobs: Licensed Real Estate Salesperson, CORE



What's Your NativeAdVantage: I moved quite a bit when I was younger. I was born in Burlington, Vermont and moved to Miami Beach, Florida when I was 9 years old. We kept our house in Vermont which I frequent often. Before Miami, when I was 7, my family and I lived in South East Asia for 1.5 years (Thailand and Vietnam). Having to restart a new life has its challenges and benefits. The benefits certainly outweigh the challenges. I think living and interacting in several different places with different cultures and identities has enabled me to be very open minded. I love the thrill of meeting new people and having new adventures. I find that most people are afraid of change simply because it can be discomfoting. But if you can get over the discomfort, you will be surprised with how much you learned from that process. My advantage is my ability to welcome change as an opportunity to see and experience something new. You can put me in a room full of strangers and I'll leave with a handful of friends. Real Estate has certainly quenched that need for adventure because you never know what is passed that front door.

Bio:

Ben Jacobs is a Licensed Real Estate Salesperson with CORE. Ben has been instrumental in the sale of over \$40 million in residential transactions. From conducting property searches, managing showings and open houses, and analyzing property and industry trends, he is well-versed in overseeing sales and rental processes on behalf of both buyers/tenants and sellers/landlords. Ben has a tremendous skill set including the creation of marketing collateral and convoluted board packages for both condominiums and cooperatives. Ben's outstanding social and communication skills further assure clients that they are making an informed decision at every stage of the transaction process. He is a graduate of Skidmore College and in his spare time, he enjoys watching movies, playing tennis, fishing, exploring, and traveling. Ben currently lives in the Williamsburg section of Brooklyn.

What do you do best?

Connect with people. I am very honest and open. I find that my open demeanor makes people feel very comfortable around me.

What makes you the best?

I come from a family of hard workers. My mother and father started from nothing but because of their dedication and hard work, we managed to persevere and succeed. Over 40 years ago, my father began

buying and managing commercial and residential property in Vermont. My brother, Jesse, runs the company now and has grown the business since. Without a doubt, real estate has always been the dominate topic of conversation at the kitchen table. I have been around the business my entire life. My parents instilled in me and my brother the value of hard work which I truly think is what makes me the best at what I do. My dad always reminds me “the harder you work, the luckier you get.” I was always taught that nothing comes easy, no one thinks you’re special, and that you have to earn your keep.

How will you stay the best?

I think focusing on yourself and not worrying about what is on other peoples “plates” is the best way to get through your day. There is always going to be that person down the hall who makes more money than you and who has more connections than you. But the reality is none of that is important. What matters is how you feel at the end of the day. If you can go home and look at yourself in the mirror and confirm that today you did your absolute best then I think you’re winning the uphill battle of this game called life. I become the best by focusing on myself and focusing on getting better at my job. At the end of the day, I am the only one who can control that, no one else.

What are your aspirations: business & personal?

Personal: To keep learning. Sometimes I feel that I get so caught up in the mundane “work routine” that I feel like I am missing out on something else. Reading, exploring, having new experiences keeps the mind fresh and builds character. I sometimes lose sight of that.

Business: I want to expand my business and continue to service clients in buying/selling their homes and/or investments. Simultaneously, I plan on getting involved with my family business. But I will always stay with the brokerage side of real estate. I love working and connecting with people on the customer service side of the business. Besides, looking for real estate in NYC is a thrill in itself. You never know what you’re going to find or who you’re going to meet.

What fascinates you?

People.

Favorite Motto?

I’m not sure about a Motto but my favorite quote is about “Persistence” by Calvin Coolidge. “Nothing in this world can take the place of persistence. Talent will not: nothing is more common than unsuccessful men with talent. Genius will not; unrewarded genius is almost a proverb. Education will not: the world is full of educated derelicts. Persistence and determination alone are omnipotent. “

Favorite People?

My Parents and Brother. We are very close.

Favorite Places?

Burma. I travelled around the country for 40 days 10 years ago. I have still yet to experience a place nearly as interesting.

Favorite Products?

Good question.

Current Passions?

Watching movies, reading, writing, and traveling. My favorite movie is True Romance. My new favorite book is “Unbroken” by Laura Hillenbrand. The next place I hope to visit is Buzios, Brazil.