



## July, 2019 Member Spotlight

By: Therese O'Brian, Herbert Lutz & Co., Inc.



### Linda Julien – Office Manager at Resource Realty

Linda is the office manager at Resource Realty of Northern New Jersey. She joined the firm in December 2000 after responding to an ad in the local newspaper. While she didn't know if commercial real estate was right for her at the time, after her first meeting with principal Thomas Consiglio, they both knew it was a good fit. Now, after working with Tom for nearly two decades, she is looking forward to continuing her career with Resource Realty for many years to come.

Founded in 1989 by a group of veteran commercial real estate professionals, Resource Realty is a boutique Commercial Real Estate Brokerage with three independently owned regional offices in New Jersey. Resource Realty has a unique business model that allows the firm to provide a high level of service to a variety of businesses – from small companies to major corporations – by assigning a principal to each client.

Linda is responsible for overseeing the day-to-day operations of the business. This includes creating marketing presentations and promotional materials, managing the company's website, approval of deal files, creating and managing commission reports, fielding phone inquiries for commercial real estate, and managing accounting systems. Linda is a notary public and licensed real estate salesperson for the state of New Jersey, enabling her to collaborate with all of the broker-associates in her office.

Linda has been a member of CREW NJ for nearly five years. She is an active member of the Golf Committee and enjoys participating in the golf clinic at the annual golf outing. What she loves most about her CREW membership is sharing with other professional women her firm's history of building enduring relationships and the value of working directly with a principal to get decisions made quickly. Linda also feels joining CREW NJ provides her access to develop personal relationships with potential clients and partners that she wouldn't meet otherwise.

Linda's business tips to share with other members are: be honest; be authentic; and always remember that connections are key to your success: treasure them!

In her spare time, Linda enjoys tennis, golf, and travel. She is a team member of the Women's Ministry at OLM in Warren, a member of the Women's Association of Morristown Medical Center and is active in the Somerset Hills Twig of Morristown Medical Center. Linda was married in September 2018 in Cape May, New Jersey and is enjoying her newlywed status.