



JOSEPH HENRY

NYC REALTOR

"AFTER TRYING DIFFERENT THINGS AND FAILING, I HAD SKILL SETS THAT ALL CAME TOGETHER AND CULMINATED INTO THE POSITION THAT I'M IN NOW."

A young real estate agent in New York City, Joseph is a passionate go-getter. While going to school, Joseph tried countless business ventures including networking marketing, social media marketing, and marketing NYC real estate. All of the skills he learned along the way and in college came together to make him a dynamic force in the busy New York City real estate market.

WHAT IS YOUR UNIQUE GENIUS?

"The ability to walk into any room and talk to anybody and build a relationship."

HOW DID YOU BECOME INTERESTED IN THIS CAREER?

"I tried a bunch of different businesses and I ultimately decided on real estate. After trying different things and failing, I had skill sets that all came together and culminated into the position that I'm in now."

IN WHAT WAYS IS YOUR CAREER A PERFECT FIT FOR YOU?

"Real estate is hands on. You have to go out a lot and meet a lot of people. In my life, I am always looking for something new to work on or honestly, not even just in real estate. I feel like working on everything that I've worked on throughout the last eight years of my life have translated into other aspects of my life, like fitness and my relationships with my family."

"Dealing with landlords or sellers or buyers or any type of client is emotional and you have to help not only manage the deal, but manage their emotions."

WHAT DOES A DAY IN THE LIFE LOOK LIKE?

"Every day is different. I talk to my clients on the phone, texting, emailing, and talking to landlords. Then I help conduct my deals with my team, because they have their deals and I'm kind of like their mentor."

Before I had to try to get as many deals as possible. But now, since I have a team, it's a little bit more slower paced. I work from home most of the time and I'm just on my computer, I'm having meetings, and I'm chatting with clients."

WHAT SKILLS DOES IT TAKE TO BE SUCCESSFUL IN YOUR JOB?

"I'd say it's definitely a thinking job because while you're working through these deals, a lot of the time, you're going to have to be quick on your feet. Dealing with landlords or sellers or buyers or any type of client is emotional and you have to help not only manage the deal, but manage their emotions."

WHAT DO YOU WISH YOU KNEW WHEN YOU WERE YOUNGER?

"What I wish I knew when I was younger is this concept called the compound effect. It's the fact that you can work on something very little every single day, and it'll compound into something huge to where you can make a huge difference in your life."

Instead of learning how to play the guitar for three hours a day, once a week, if I do 10 minutes a day, every day, for 365 days, I'll get way farther than if I just did it for three hours. This has definitely been critical to my success."

WHAT ARE YOU MOST PROUD OF ON YOUR JOURNEY?

"You'll notice a lot of people talk about big dreams and talk about all the things that they're going to do. I'm proud of myself for actually doing what I said I was going to do and pushing this to the point where I feel like I can say I'm somewhat successful."

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WHAT IS THE COOLEST PART OF YOUR JOB? WHAT IS THE MOST CHALLENGING PART OF YOUR JOB?

"What's really great about my job is being able to manage my own day and being able to meet tons of people and build my network. I also get to see property before it's even released to the public. I also get to rub shoulders with some massively successful people and do business with them."

You have to be quick on your feet. You have to help manage the deal, and manage emotions."

WHAT IS THE ONE THING THAT PEOPLE DON'T KNOW ABOUT YOUR FIELD/JOB?

"As an agent who doesn't have a team, you're going to have to go out a lot and meet a lot of people. But it is very creative. It is a lot of critical thinking because if you can't think critically, you're not going to close many deals honestly because there's just so many things that happen and come together to create a deal."

WHAT WAS A DEFINING MOMENT IN YOUR LIFE?

"The turning point in my life was when I got an internship and everybody that was working there said they did not enjoy it. They said you don't work in a cubicle—strive for something bigger. I was so surprised but as I'm approaching 27, I get it now. With everything I've been doing, I wouldn't have wanted a job like that."