

APRIL 16, 2019 - HSP REAL ESTATE GROUP IN THE NEWS - SPOTLIGHTS

2019 Ones to Watch: Joseph Hentze, Jr., HSP Real Estate Group



Name: **Joseph Hentze, Jr.**
Title: **Associate/Leasing**
Company Name: **HSP Real Estate Group**

Who or what do you attribute to your success?

Having grown up in the industry, I was greatly influenced by my father. But at HSP, I have had incredible mentors, too. John Monaco, EVP, is guiding me on the ins-and-outs of owner representation. I also have had to privilege to learn from an industry great, Ira Fishman. In addition to his career as a broker, Ira is an experienced owner. More recently, I have worked with executive director Jeff Zund, who is a tenacious and highly-disciplined tenant rep broker. Working with top professionals has enabled me to learn many different aspects of the business.

What was your favorite thing to do as a kid?

My favorite thing to do as a kid was to compete. I loved the thrill of competition in sports such as baseball, basketball, skiing, swimming and the list goes on. I even loved board games. As long as there was a competition, I was going to try and win. I learned at an early age to be a gracious winner as well as a gracious loser. Nor do I think it's a stretch that the discipline and motivation from sports competition offer skill sets that are already helping me achieve as a young broker.

What advice can you offer to someone who is interested in a career in your industry?

If someone is considering pursuing a career as a commercial real estate broker, they must view it as a long-term path. It can take years to hone necessary skills and build relationships. As a newcomer, I see the importance of surrounding myself with mentors willing to spend the time and effort in guiding me through the process. It's a 110% commitment that requires being a very good listener who is self-motivated, persistent and assertive with integrity. Strong communication skills are key, too, as is the ability to deal with rejection and disappointment and still push forward.

If you have a mentor, who is it and how have they influenced your personal & professional growth?

I have several awesome mentors at HSP Real Group! However, the person who has had the greatest influence on both my professional and personal growth is my father, Joseph Hentze Sr. of Hentze-Dor Realty, LLC, He has been active in industrial and commercial brokerage for over 36 years. Growing up, I saw firsthand the dedication and persistence it takes to become a successful broker. I am fortunate enough to speak with him daily and have him as a sounding board. He never shies away from giving me his unbiased opinions and advice.