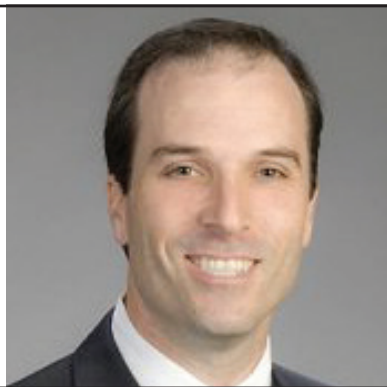


Professional Profile

Paul Flanagan
Partner
Samet & Company



Name: Paul Flanagan

Title: Partner

Company: Samet & Company

Location: Chestnut Hill, MA

Education: Georgetown University, BSBA

Place of birth: Norwood, MA

What does your firm do?: We are a full service firm offering accounting, auditing, and tax consulting in a variety of industries including real estate, construction, professional service firms, and not for profit organizations.

Keys to success: Our client relationships, dedicated staff and expertise.

Do you have a mentor if so who & why?: My mentor is our managing shareholder Jay Kessler. Jay encouraged me to make a career change and become a CPA. Jay brought me to Samet & Company 11 years ago.

Where do you see yourself in 10 years?: Living closer to our Chestnut Hill office and continuing to work with our firms' amazing clients.

If you had to choose a different profession, what would it be?: Sports talk radio host

Favorite novel: The Big Short: Inside the Doomsday Machine by Michael Lewis

Favorite film: Braveheart

Hobbies: Reading, golf, Boston sports and trivia

Rocco Gondek
Director: The Gondek Group
Berkshire Hathaway
Commercial Group



Name: Rocco Gondek

Title: Director: The Gondek Group

Company: Berkshire Hathaway Commercial Group

Location: Glastonbury, CT

Education: Sacred Heart University

Place of birth: Glastonbury, CT

CRE Industry Association member/volunteer: ICSC Next Gen Committee

What does your firm do and any plans for the future?: Berkshire Hathaway is looking to grow their market share in commercial brokerage exponentially in the next 5 years.

Keys to success: Integrity, hard work, persistence, hunger & passion.

Did you have a mentor if so who & why? If not tell us about someone living or not who you admire.: My father is someone I admire, he built a very successful general contracting business from nothing. He has been in business almost 40 years.

Where do you see yourself in 10 years?: I see myself growing a team of brokers all over the northeast & hopefully on a national/global scale someday.

If you had to choose a different profession, what would it be?: Professional baseball. I had two dreams, to be on the Boston Red Sox and to get involved with CRE. Unfortunately, I did not achieve my first goal, but I am now able to watch one of my best friends who is currently on the LA Angels, Troy Scribner. We played at Sacred Heart University together. I am also an assistant varsity baseball coach at Glastonbury High School.

Favorite novel: Relentless: From Good to Great to Unstoppable (Tim S. Grover)

Favorite film: Gladiator

Hobbies: Coaching baseball, golfing, skiing, fishing & traveling.

Chad Hollingsworth
CEO and Co-Founder
Triax Technologies, Inc.



Name: Chad Hollingsworth

Title: CEO and Co-Founder

Company: Triax Technologies, Inc.

Location: Norwalk, CT

Education: Babson College

Place of birth: Norwalk, CT

CRE Industry Association member: AGC of CT, Construction Institute

What does your firm do and any plans for the future?: Triax develops intelligent IoT solutions for the construction industry. Our Spot-r system provides real-time worker and equipment location, utilization, and safety incident data, helping contractors better manage resources, information, and risk. This is the beginning of our vision for the connected jobsite, which will show exactly how resources are working together and how they can be optimized to drive construction to a safer, more efficient and profitable future.

Keys to success: Surrounding myself with smart people who I trust completely. When you collaborate, work hard, and have fun, you attract the right team, which is essential to weathering the highs and lows of bringing a new product to market.

Do you have a mentor or someone you admire, if so who & why? : Michael Bloomberg. I worked at Bloomberg LP right out of college, and he is someone who built his company from the ground up and revolutionized the financial services industry.

Mike Neilan
Co-Founder
Focus Forward Media



Name: Mike Neilan

Title: Co-Founder

Company: Focus Forward Media

Location: Providence, RI

Education: Framingham State University

Place of birth: Boston, MA

What does your firm do and any plans for the future?: We are a media production company. We specialize in video production and photography geared towards social media and the web. We can also manage social media accounts and integrate the content we create into it.

Keys to success: Hard work, perseverance, passion.

Did you have a mentor if so who & why? If not tell us about someone living or not who you admire.: I did have some mentors going through school. The folks at MediaBoss in Framingham, MA were a big part of my growth in college. They taught me so much and truly helped me get to where I am today. A professor of mine, Christopher Bowen at FSU was also a big mentor to me. He helped me learn a lot in school and put my name out there countless times to help me get work.

Where do you see yourself in 10 years?: In 10 years we will hopefully be working with lots of new faces all around the country!

If you had to choose a different profession, what would it be?: Professional skateboarding most likely. Growing up that was my favorite thing to do.