

Here's the next installment of the NAIOP Member spotlight!



## Member Spotlight



**Tina Tortomase**  
Sales Associate  
NAI Halford

### **Biography**

Tina Tortomase, a native of New Orleans Louisiana, relocated to Pensacola and joined NAI Halford in January 2015. Tina managed over a million square feet of class “A” office space and was responsible for full operations for over 300 tenants and full building staff in downtown New Orleans for Equity Office Properties and Hertz Investment Group. Following a successful property management career, Tina moved on to a Senior Sales position in Assisted Living and Hotel Sales for Emeritus and the Pontchartrain Hotel, where she consulted for low-census properties, successfully increasing occupancy and revenue.

Tina is known for her outstanding service to clients and tenants alike. The result can be readily measured in continuously high tenant retention levels and satisfied repeat clients.

### **What was the experience or motivating factor that compelled you to join NAIOP? Was there someone who influenced you to join?**

I’m two years new to Pensacola. Starting over to build new friendships and networking is difficult to say the least. A few of my colleagues and friends belong to NAIOP. They suggested I join to meet new people and to learn more about the community, and that I have.

### **What 3 business tips can you share with others?**

ALWAYS answer your phone and/or return calls quickly because if you don’t, your competitor will.

Don't talk the talk unless you can walk the walk. Never compromise the integrity of yourself or your company by exaggerating or making promises you can't keep. Know what you know and learn what you don't know.

Love what you do even when you don't like it at times.

**Do you have any hobbies?**

Coin collecting, I can read about coins all day and never get bored.

**What is your guilty pleasure?**

Quiet weekends of binge movie watching and eating Chinese food

**What are you passionate about?**

I am passionate about helping people and making a difference. Whether it be my personal life or work life I want to make a difference to the people I love and the people that I encounter every day.

**What is your favorite app or social media outlet?**

Google is my best friend although my Doctor hates it!