

ELIZE PRUSKE - COMMERCIAL REAL ESTATE

Tell us a little about your business and how you became a part of it as either the owner or an employee. Please also give us some background about yourself, including your family.

IT WAS TIME

I have lived in Boerne since the late 80's and am delighted to have the ability to carry out a longtime desire to truly enjoy and serve the community in which I live.

As an accomplished commercial real estate professional with over 30+ years' experience working on all product types throughout the State of Texas and across state lines, it was time to go out on my own, and EP Commercial Real Estate, LLC was formed in 2019.

Over the years I've been fortunate to have laid a solid foundation in the commercial real estate brokerage arena as a top producer with a proven track record of executing leasing and marketing strategies to stabilizing and positioning office and medical portfolios for sale. Through value creation of commercial real estate assets, I've achieved client objectives for developers, institutional owners (pension funds, REITS, insurance companies, real estate advisory groups) as well as entrepreneurial owners of commercial real estate.

Integrating into the community from a business and commercial real estate perspective has been rewarding, as I strive to contribute to the community in a meaningful and impactful way. I immensely enjoy the quality of life and unique small-town values that Boerne offers and am privileged and honored to serve Boerne, Kendall County, the surrounding hill country area, and San Antonio clientele.

MY INFLUENCE

Growing up during the 60's and 70's, in a time when women typically did not have careers, I admired the hard work and dedication of my paternal grandmother, a consistent top producer and successful residential real estate agent. I always knew I wanted to be a businesswoman like my grandmother, but it wasn't until my college years that I realized commercial real estate was my calling. When my fiancé (who's now my husband) was leasing a commercial office warehouse space for his business I remember having a conversation with the property manager about the different aspects of the commercial real estate industry. At that moment, a light went off, and I knew right then that commercial real estate brokerage was what I wanted to do.

My last semester at UTSA, I did an internship with a local developer leasing my first commercial retail property and doing my internship pa-

per on "How to Lease a Retail Strip Center".

MAKING IT A CAREER

After graduating from the University of Texas at San Antonio with a BBA in Management and concentration in marketing, I immediately transitioned full time into the business getting my Texas salesman's license and moving up through the ranks to President of Commercial Real Estate Women (CREW) San Antonio in 1995. In 2006, I was the honored recipient of the Eva Rosow Award of Excellence which recognizes a CREW-San Antonio member serving as a model of excellence to the CREW membership and commercial real estate community.

I continuously strive to embody the values and integrity of a true professional and hold a Texas Real Estate Broker's license, and Certified Commercial Investment Member (CCIM) designation from the CCIM Institute.

What's a typical workday like for you? What are your secrets to maintaining both a successful business and family life?

WORK HARD - PLAY HARD

I have adventure traveled around the world with my husband for forty years. We have enjoyed learning and experiencing the native land, food, culture, and traditions of the places we go!

We've hunted and fished on six continents and have toured and visited many countries. Some favorites that immediately come to mind are Egypt (Nile River Cruise); Mongolia (Altai Mountains); Alaska (Alaska Peninsula); Italy (Amalfi Coast), Switzerland (Lucerne), and New Zealand (Southern Alps / Queenstown). Some of the most fascinating have been Moscow (Red Square / Bolshoi Theatre) & St. Petersburg, Russia; Beijing, China (Great Wall); Northwest Territories, Canada (Article Circle-Northern Lights) and Zimbabwe, Africa (Victoria Falls). I am thankful for the adventures and amazing experiences, and truly blessed to have had the opportunity to experience so many special places, wonderful people, and treasured moments in one lifetime.

When not on vacation, incorporating regular work outs into my daily routine, keep me in check. My new favorite work outs have been regular MMA (mixed martial arts), boxing, and HITT (high-intensity interval training) classes at The Grind House Training Facility with evening walks and an occasional round of golf with my husband.

What is your role with your company/business and how did you get started there?
FOUNDER/BROKER/PRINCIPAL

Commitment to the commercial real estate industry and earning the confidence and respect of clients and business colleagues has led me to where I am today.

Please give us some specifics about your company/business. What is it known for and how do you provide it?

BOUTIQUE COMMERCIAL REAL ESTATE BROKERAGE FIRM

EP Commercial Real Estate is a full-service, boutique commercial real estate brokerage firm seasoned in high rise office, general office, medical facility, office flex, industrial, retail and land transactions. We represent landlords, tenants, buyers, and sellers, and pursue excellence in every business transaction.

Our firm prides itself on the quality of our responsiveness, consistency of our direct and frequent communication, virtue toward working in our clients' best interests and our focus on fostering relationships built with a foundation of mutual understanding and trust. We are dedicated to serving, providing value, and delivering results personalized to the individual needs of our clients by utilizing an adaptive approach during the execution of our services.

What are your favorite things about your company/business?

WORKING WITH CLIENTS

I truly enjoy getting to know each of my clients, learning about their businesses, overcoming challenges, and helping them determine the best course of action to meet their short- and long-term needs. While representing the best interests of my clients I work fairly with customers to meet their specific needs, as well. Over the course of my career, I've

worked with hundreds of businesses and a wide spectrum of business types, from small to mid-sized businesses to local and regional firms, including law firms, physician practices, corporate office facilities, medical institutions, and Fortune 500 companies.

What are the keys to being successful and what words of wisdom can you pass along to others, especially young women who may want to follow in your footsteps?

BE ASSERTIVE. Know your business well, understand your market (how to negotiate within it), and continuously aspire to learn, grow, and stay educated. When you're well versed (knowledgeable and competent) in your business you will become more confident, and success will follow.

INFORMATION IS POWER. Participate in trade and business organizations where members are a resource to one another and share information, knowledge, and experience.

FIND A MENTOR. Find a mentor with similar values that you trust, with qualities and abilities you admire. This person ideally should be one who instills confidence, provides encouragement, support, and honest feedback.

There are mentors out there that are willing to invest in relationships by committing time in different ways to assist in advancing the careers of others. Over the years I've had the honor of participating in the CREW Legacy Circle, Judging UTSA Real Estate Development Competition(s), participating as an Office Market Panelist, and being involved in the Urban Land Institute's Women's Leadership Initiative, as well as featured in San Antonio Woman Magazine (Sept./Oct. 2020 issue) "Commercial Real Estate Mentors".



ELIZE PRUSKE, CCIM

EP Commercial Real Estate, LLC
210.416.3491

Specializing Exclusively in Commercial Real Estate Brokerage

- Sales and Leasing
- Buyer/Tenant and Seller/Landlord Representation
- Office, Medical, Flex, Warehouse, Industrial, Retail and Land
- Providing excellence in commercial real estate transactions
- Representing your best interests

www.epcommercialrealestate.com

