



Ciji M. Quintana
Essex Realty Management, Inc.

Ciji M. Quintana has been wearing several hats in property management for over 7 years - including managing retail, warehouse, office buildings, executive suites, and community associations. She is also licensed in Real Estate, and prides herself in her ability to work independently without the need for assistance.

The greatest challenge that she's faced in her career is ensuring that nothing "slips through the cracks." Meeting deadlines is extremely important (month-end reports, quarterly inspections, annual budgets, and CAM Rec's), but her tenants and property owners are pleased that their properties are liability free and that Ciji is extremely organized. "Property management is much like being a mom; I've definitely earned my degree in patience and time management."

Her career had it's most pivotal moment when Ciji realized that the responsibility of each of the properties she was managing was being "shaped" and managed by her, and her alone. She also realized that her decisions, expertise, instinct, and interpersonal skills were ultimately affecting the personality, income & expenses, and total aesthetic value and "flow" of each of her properties - at one point, this reality was overwhelming. Ciji was forced to embrace her role with a fresh, new perspective. She developed a sense of deep trust in her individual abilities, skills, and influence.

When we asked Ciji for her secret to success she answered, "Focusing on my priorities is the key...the next big secret is making sure that I'm well fed! ;)"