



# Stephanie Folsom

**CCIM, PARTNER**

**COLDWELL BANKER COMMERCIAL  
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**THE MISSION OF MY BUSINESS:**

Commercial real estate has many facets that I love. Every customer has different needs, and it is my mission to find the perfect property that meets their needs for space, design, budget and location. Creativity and market knowledge combined with 19 years of experience allows me to do this, making the process for the customer seamless and enjoyable.

**MACON MAGAZINE MIGHT BE SURPRISED TO LEARN:**

A great advantage to being a commercial real estate agent in Macon verses a larger market is that I can offer a full range of services, which include leasing, property management and sales. In larger markets, an agent will specialize in only one of these services. Here in Macon, I have the opportunity to do it all, which makes things fun and interesting.

**THE BEST ADVICE I HAVE EVER RECEIVED WAS:**

To listen, follow through and take care of the client's needs over everything

else. Commercial real estate is a very competitive industry, and I thrive on challenges and providing a level of service that creates results while allowing my customers to enjoy the experience.

**I ADMIRE BUSINESS WOMEN WHO:**

Are knowledgeable, trusting and don't get involved in the "noise" of a situation, but rather see how to get to the finish line and do so in an efficient manner.

**MY ADVICE FOR YOUNGER WOMEN WHO WANT TO START A BUSINESS:**

Have a clear vision of what they want to achieve and understand that it will take education, money, time and lots of persistence combined with patience and a deep love for what they do. Passion combined with a business mind equals success. Today's world allows us to achieve any goal if we truly want it. My love and passion for commercial real estate has given me endless opportunities and for that I will forever be grateful.

PHOTO: MARC MAULDIN