



PUTTING PEOPLE BEHIND BARS AND INTO RESTAURANTS SINCE 1986

TERRI ANN SOKOLOFF

PRESIDENT & BROKER - CBI, CNE, CRB, GRI

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Terri Ann Sokoloff is the President of Specialty Bar & Restaurant Brokers. She brings a high level of expertise to the clients of Specialty Group, offering more than 33 years of experience in the industry. She is a licensed real estate broker, a certified real estate brokerage manager (CRB) and a certified business intermediary (CBI). In addition to being active in professional organizations such as Commercial Real Estate Women, Urban Land Institute, Women's Leadership Initiative, PA Restaurant Association, Former Advisory Committee of PA Culinary, Terri has also authored numerous magazine, newspaper, and pricing guide articles and has appeared as an expert on a variety of regional and national media broadcasts. She has been featured as a speaker at the Nightclub & Bar National Convention on the topic of "Selling Night Club & Bars" & for the PA Restaurant Association on the topic of "Confessions of a Restaurant Broker".

License & Degrees:

- 2013** - Certified Negotiation Expert (CNE) Designation
- 2003** - Graduate, CORO Center for Civic Leadership, Women's Executive Series Program
- 2002** - Certified Business Intermediary (CBI) Designation
- 1994** - Certified Real Estate Business (CRB) Designation
- 1992** - Pennsylvania Real Estate Brokers License
- 1990** - Graduate Realtors Institute (GRI) Designation
- 1989** - Real Estate Salesperson License
- 1986** - Bachelor's Degree, University of Pittsburgh

Honors & Award:

- 2020** - (Pending) Confessions of a Restaurant Broker Workshop for the Nightclub & Bar Show in Las Vegas
- 2019** - Moderator for the 2019 Urban Land Institute Foodie Crawl
- 2017** - Leasing Presentation for the Pennsylvania Restaurant Association Expo
- 2014** - Business Women First Award, Pittsburgh Business Times
- 2010** - Crew Creative Deal of the Year Award
- 2006** - Named in 'Best 50 Women in Business in PA'
- 2006** - Crew Creative Deal of the Year Award
- 2005** - Finalist PA Restaurant Association affiliate Member of the Year
- 2005** - Fast Trackers Award, Pittsburgh Business Times
- 2004** - Featured in National Magazine, Real Estate Business, for developing niche market
- 2003** - Top 40 Under 40, Pittsburgh Magazine & Pittsburgh Urban Magnet Project (Pump)
- 2003** - Guest Lecturer for University of Pittsburgh Business Class
- 2000** - Award of Leadership, Oxford Publishing Inc.
- 2000** - Selected On-premise Innovator, National/Nightclub and Bar Magazine
- 1996** - Presidential Bridge Award, Realtors Association of Pittsburgh
[honored for chairing fundraising golf outings in 1996 and 1995]
- 1994-1997** - Board member, Realtor Association of Metropolitan Pittsburgh
[youngest person elected to this position]
- 1992** - Recipient of the GIFT pin award by Realtor Association of Metropolitan Pittsburgh in honor of her involvement and commitment to her community and profession

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