



Berger discusses "game changer" of her career

May 28, 2013 - Spotlights

Name: C. Jaye Berger, Esq.

Title: Principal

Company/Firm: Law Offices C. Jaye Berger

10 E. 59th St., 22nd Fl.

New York, New York 10022

212 753-2080

Years with company/firm: Founder

Years in field: Too long to mention

Years in real estate industry: A lot.

What is your biggest leadership challenge, other than the "glass ceiling"?

I do not believe there is a glass ceiling. Being a female construction attorney has never been a disadvantage or an advantage. The key is doing a great job for your clients.

What is the most daring thing you've done for your career? How did it turn out for you?

I started my own law firm many years ago. While other law firms have come and gone, I have stayed on course and continued to practice, specializing in construction, real estate law and litigation.

Which project, deal or transaction was the "game changer" in the advancement of your career?

Negotiating an access agreement for a co-op building client with a larger developer next door was a major achievement. It was a David and Goliath situation in which my client was David and triumphed. We went from being told that developers never pay much for access rights, to getting a significant sum of money and having vibration monitors and assurances about repairs and relief in case of damage going forward.

What do you consider to be the most successful way to increase referrals?

Doing excellent work.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540