



2018 Ones to Watch: Michael Ehrhardt, Vice President at AmTrust

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Name: Michael Ehrhardt

Title: Vice President

Company: AmTrust

Address: 220 East 42nd Street, Fl. 24, New York, NY, 10017

Year that you entered your current field? 2015

How did you get your start in your current field?

After graduation, I knew I needed a 'corporate' career in addition to being an All-American 2018 member of the U.S. Men's National Lacrosse team, as well as playing (now in my fifth season) with the Charlotte Hounds. Real estate had always intrigued me, my father is on the lending side of the business, and I started out three years ago as a rookie and literally became hooked. My mentor was and is Steve Napolitano, senior EVP of AmTrust, who taught me the industry. I apply the same focus, discipline and dedication to new business development as I do to lacrosse—my work ethic equals my sports ethic.

What are your professional goals for 2018?

To continue the professional and athletic momentum in New York and nationwide. Since I travel literally every weekend for lacrosse, I usually leave on a Thursday in advance of games in order to be able to meet with clients throughout the country, grow the relationships, and find out how I can add value or help them in other ways. My two careers are completely complementary.

Who or what do you attribute to your success?

My supportive family and intense athletic background are the prime contributors. I've worked with teammates my entire life so being surrounded by a great team at AmTrust Title makes working with our clients that much easier. Two of my biggest attributes are trust and loyalty. I'm truly obsessive compulsive about ensuring that my clients' needs are met, sometimes before they even anticipate them. I don't take any pride in personal ownership with regard to problem solving—if there is an

issue, my team and I work collaboratively around the clock to make those issues disappear.

How do you manage the work/life balance?

Aside from working and being available to clients 24/7 at AmTrust Title, playing Lacrosse on the weekends, our 23 man USA Lacrosse National Team will bring us to Tel Aviv, Israel this summer to participate in the FIL World Championships. I'll even be networking there, with an existing client who owns a hotel locally. So I'm either on the field supporting teammates motivated by the desire to win and full of adrenaline, or meeting with new or existing clients hoping to render the best service possible as a transaction draws to a close by providing them with clear title to their properties.

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