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2018 Ones to Watch: Jason Kurland, Partner at Certilman Balin Adler & Hyman, LLP

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Name: Jason Kurland

Title: Partner

Company: Certilman Balin Adler & Hyman, LLP

Address: 90 Merrick Avenue, East Meadow, NY 11554

Year that you entered your current field? 2001. ?

How do you contribute to the future of your industry?

In addition to my real estate practice, I created a niche for myself as the “lottery lawyer.” I have been able to use the press, the internet and social media to create a brand and bring in clients nationwide as an attorney representing lottery jackpot winners. Future lawyers will be using these tools more and more.

What are your professional goals for 2018?

Earlier in my career, I played hockey in Europe and last summer was fortunate to be selected as the goalie for the USA team for the Maccabee games, which was played in Israel. Goals in general are tremendous motivating tools for me, in sports and in my career. At the end of every month, I set new tasks to develop business. For 2018, I want to continue to grow my real estate practice, and become a household name for all lottery players around the country.

Who or what do you attribute to your success?

I attribute my success to a good work ethic, an eagerness to learn, business development skills, and my mentor. I was extremely fortunate to find a mentor 18 years ago whom I continue to learn from daily. It’s important to be a good lawyer, first and foremost. There is no substitute for hard work. The ability to consistently produce over time is essential. At this stage in my career, one of my biggest assets is the ability to attract and maintain new clients which enables my practice to grow exponentially each year.

How do you manage the work/life balance?

As a father to three active children, finding the work/life balance is as challenging as ever. Having the luxury of working on Long Island, with the ability to take work home with me while still being accessible to clients, has afforded me the opportunity to coach all of them in sports and catch as many of their activities as possible. I don't want to have any regrets. I appreciate the time I spend with family, and am grateful to have found a firm that believes in its importance.

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