



2018 Ones to Watch: John Terrana, Partner at Forchelli Deegan Terrana

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Name: John Terrana

Title: Partner

Company: Forchelli Deegan Terrana

Address: Uniondale, NY

Year that you entered your current field?

Who or what do you attribute to your success?

Certainly, hard work, dedication and genuinely enjoying what I do is on the list. However, in the tax certiorari field, you have to have keen analytical skills that enable you to review every aspect of a property and determine the best way to proceed with the assessment challenge. In addition, being strong in mathematics is an asset. Finally, gaining the respect and having good relationships with colleagues, adversaries and clients has been critical.

How did you get your start in your current field?

My first job out of law school was with the Nassau County Attorney's office. I was assigned to the Tax Certiorari and Condemnation Bureau where I immediately began negotiation and trials for tax certiorari and condemnation cases. I enjoyed the work and gained tremendous experience in this position.

Where do you see yourself in 5 years?

I see myself as being right here in 5 years working with the same great people and clients, just more of them!

I've been with my firm for 25 years and seen it grow to where it is today. My tax certiorari department is fortunate to have the support and expertise of the lawyers in other departments in the firm, such as litigation, land use and zoning, environmental and IDA and government incentives. These lawyers are invaluable to me and my clients.

How do you motivate or inspire your colleagues?

I try to motivate and inspire my attorneys by explaining how a particular case was handled, the obstacles that had to be overcome and the ultimate success. It has been gratifying to see them take that information and apply it in other cases. The methods, theories and information inspire them. I have been fortunate in having attorneys work for me that are motivated by their own desire to succeed and do the best for our clients.

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