



## **Miguel Jauregui, Ronald Lanzo, Robert Heicklen and Nick Malagisi discuss the NYREJ's 30th Anniversary**

July 30, 2019 - Spotlights

Miguel Jauregui

Miguel Jauregui, Director, Greysteel

What year did you discover the NYREJ and how has been a benefit to you and/or your business?

NYREJ was one of the first real estate publications that I started following when I started in NYC real estate—and still religiously follow it to this day. It's given me insight into the industry through the various spotlights it has going beyond just closed deals and shining a light on the service providers as well. People that have been columnists or have been featured have turned into contacts after seeing them in the NYREJ and some have even turned into referral business!

Which monthly features or spotlights are your favorite?

The Executive of the Month has always been interesting because it gives me insight into an individual that has had some type of success, which I always find interesting. I also enjoy the one-off columns on various subjects making an impact on the CRE industry.

What kept you up at night in 1989 and what keeps you up at night in 2019? Can't speak for 1989, since I was a child back then, but as for 2019, the new rent laws! The new rent laws actually do more than just keep me up at night these days.

Ronald Lanzo

Ronald Lanzo, National Account Manager – Commercial Division, AFR Furniture Rental Inc.

What year did you discover the NYREJ and how has been a benefit to you and/or your business? I first discovered the publication around 2003.

Which NYREJ article has been the most memorable for you or your firm?

As a contributing author since 2009, I've enjoyed being a part of NYREJ's exciting growth! I'd have to say my most recent article for me was the most memorable. <https://nyrej.com/qom-whos-renting-office-furniture-and-why-by-ron-lanzo-afr>

Which monthly features or spotlights are your favorite? I'd say I've always enjoyed reading the Industry Leaders columns, where I follow my fellow authors and friends, like Nadine Cino and Al D'Elio.

What kept you up at night in 1989 and what keeps you up at night in 2019? Not much has ever kept me up at night, and I'm not sure what would have back in 1989 except the excitement of opening day! Now, what keeps me up in 2019 is thinking about how I can continue creatively doing what I've been doing in terms of helping my customers by providing the best furniture rental solutions possible.

Robert Heicklen

Robert Heicklen, Owner / Broker, Stonegate Real Estate

What year did you discover the NYREJ and how has been a benefit to you and/or your business?

2012. I always am excited to open NYREJ, especially the Long Island section, because I find that many of the competing publications are over saturated with the similar articles surrounding the same topics. I find NYREJ to have a better pulse on industry news pertaining to my area of focus and does a great job keeping its readers in the now.

What kept you up at night in 1989 and what keeps you up at night in 2019?

Well, they say people do not remember anything before the age of 3 so I would be lying if I said I could answer the first part. What keeps me up now is the desire to adapt and keep up with change by finding new ways daily to provide value. When I began my career, a few very powerful and well-respected real estate professionals always chastised my peers and I to "think outside the box." Fast forward to 2019 and it has become evident that there is no box. No limit to how many deals I can do, how many things we I accomplish, or most recently how many laws and regulations the government can pass that I cannot make sense of. Moral of the story is I stay up at night to keep up every day!

Which monthly features or spotlights are your favorite? I always find entertainment in the "Ones to Watch" section. Many people, including myself, identify the industry as being one with a revolving door. I think this section does a good job proving that. Thankfully I have not become part of the statistic.

Which NYREJ article has been the most memorable for you or your firm?

<https://nyrej.com/young-established-heicklen-of-winick-greatly-influenced-by-jeff-winick>

Nick Malagisi

Nick Malagisi, Managing Director, SVN Commercial Realty/ Storage Realty Advisors

What year did you discover the NYREJ and how has been a benefit to you and/or your business? 1989. I had seen the success of the New England Real Estate Journal and knew that the NY edition should be just as effective in reaching out to the many practitioners and vendors supplying our industry.

Which NYREJ article has been the most memorable for you or your firm? Probably the issue right after 9/11.

Which monthly features or spotlights are your favorite? The specialty practice articles on each individual's specialties in the industry and the People Spotlight.

What kept you up at night in 1989 and what keeps you up at night in 2019? Since 1989 was my first year working full time in the brokerage business, getting organized/prepared each day on who to meet/network with and make the most of my contacts from previous work places.

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