



## **Andy Grossman, NAI Friedland**

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What was your greatest professional accomplishment in 2010?

Earlier this year I was presented with a client who had wanted to expand to a specific town in Westchester for quite some time, but was unsuccessful in doing so with their own internal real estate division. A professional highlight for me was having the opportunity to share my expertise with the company and identify the perfect location in the town in which they desired to be. I was also able to move the tenant occupying the building my client wanted to purchase to a new site in a better location nearby, with enough lead-time for them to make the transition and not miss a beat in their daily business. Thus, two deals arose from one difficult assignment.

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