



## **Kane of Iridium discusses her most daring career move**

May 28, 2013 - Spotlights

Name: Marilyn Kane

Title: President

Company/Firm: Iridium Capital, LLC

Years with company/firm: 4 years since founding firm

Years in field: 10

Years in real estate industry: 27

Telephone: 212-686-7481

Email: [mkane@iridiumcapllc.com](mailto:mkane@iridiumcapllc.com)

URL:

Real Estate Associations/Affiliations: AREW, NYCREW

What is the most daring thing you've done for your career? How did it turn out for you?

I founded Iridium Capital, a net-lease real estate investment firm, in 2009 when the market for everything was DOWN. In establishing the fund, IC Income & Growth Fund, I set out with the goal to enable investors to participate in commercial real estate.. The strategy for the fund was to purchase single tenant NNN retail properties, mitigating most expenses inherent in real estate. The fund hit the market at precisely the right time, reaping benefits to the fund and its investors.

What is your favorite tip for balanced living?

You can do it all...but not at the same time!!

Which project, deal or transaction was the "game changer" in the advancement of your career?

We acquired a portfolio of 10 Dollar General stores located throughout the U.S. Receiving our funding commitment early in December, 2012, we were able to close the transaction on the last day of the year, giving relief to the seven sellers who did not want to be subject to the new 2013 tax rates!!! Since that transaction was concluded, the fund has now gained recognition as an institutional- quality investment vehicle, propelling us into larger scale acquisitions and garnering interest from pension funds, endowments and private investment platforms.

What do you consider to be the most successful way to increase referrals?

Being a good friend, both personally and professionally. Surrounding oneself with good people who are as willing to give as to get...a good rule in life in general.

What is the BEST advice you have ever received?

Aim for the moon...even if you miss, you'll land among the stars.

What is your favorite tip for balanced living?

You can do it all...but not at the same time!!

Where would you like to be in 10 years?

Healthy, working in our industry, and enjoying more grandchildren and the success of my children!