



Scanna of Stroock & Stroock & Lavan; Just be yourself and present logical arguments that win on the merits

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Years with company/firm: 16.5

Years in field: 17.5

Years in real estate industry: 17.5

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Real Estate Associations/Affiliations: New York City Bar Association; WX, Inc. - New York Women Executives in Real Estate (dinner committee and membership committee); Advisory Board, Chicago Title Insurance Company; part of Stroock's team as counsel to The Real Estate Board of New York. Stroock advises REBNY on pending legislation at state and local levels, assists in the development of new economic development programs for the industry at large, and provides guidance regarding real estate taxes and assessments.

What is your biggest leadership challenge, other than the "glass ceiling"?

I think it is important for women who have achieved success in the industry to try and make it easier for those that are coming after us. So I try to mentor the associates who work for me and pass on to them what I have learned over the years. For example, in negotiating with men, it is not necessary to be overly aggressive or loud, which are typically thought of as more male traits. Just be yourself and present logical arguments that win on the merits.

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

Build your reputation. In addition to doing good work and getting the right results, be responsive to client calls and client requests. The New York real estate community is much smaller than it looks, and the key players often talk to one another. There is nothing better than getting a call from a prospective client telling you how your existing client has sung your praises.

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

My Stroock mentor of 8 years announced his departure right after I was admitted to the partnership. I was seriously considering going with him to another firm. However, many of my colleagues advised me to stay and, after many agonizing days, I decided to do so. This was an extremely challenging decision, as I had just become a partner and my major source of work and emotional support was gone. But since making that decision I have been able to build my own practice and make a name for myself in the New York real estate industry.

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

I represented Silverstein Properties in the acquisition of the World Trade Center in 2001 and the subsequent restructurings in 2006 and 2010. By virtue of the experience I gained in these transactions, I have been fortunate enough to work on several other "public/private" transactions, including the representation of the NY Mets in the construction of Citi Field, the representation of the joint venture that will redevelop Willets Point in Queens and the developer of the Kingsbridge Armory project in the Bronx.

What is your favorite tip for balanced living?

Just do it! It is rare that I leave the office at night with every task for the day completed. But I have come to realize that this is OK. So I spend time with my family or friends and, if necessary, log on at home later that night or come in early the next morning. No, of course this does not always work due to the nature of our business. But that is why it is so important that we take advantage of the time when we can.

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