



## Q & A with Glassman of Property Buyers Group

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The NYREJ recently sat down with Adam Glassman, a principal at Property Buyers Group, for a question and answer session.

Q: Describe how you chose your profession and how you have succeeded in this industry?

A: I just got tired of working for other people and doing the same old grind day after day. So after close to 20 years in the catering and hotel business I said I am done working for the man. I always loved HGTV and all those other real estate shows and said that's what I want to do. I have succeeded but not exactly where I want to be. I have a lot of thoughts in my head everyday and still have a lot to accomplish.

Q: What is your proudest accomplishment?

A: Getting married! Is that a bad thing to say?

Q: Describe something exciting that just happened at your company.

A: We just brokered a deal on 111 Clarkson in Brooklyn. It has a lot of history and an owner with an emotional attachment.

Q: If you could use one word to describe your work environment, what would it be?

A: Do you what you want but get the job done.

Q: What is the best advice you have ever received?

A: Don't eat yellow snow...just kidding. I would say "There are never problems, only solutions."

Q: Rules to live by in business:

A: Always be closing and don't burn bridges, honesty.

Adam Glassman is a principal at Property Buyers Group, New York, N.Y.