



Profession Profile: Jeff Weiss, 2014

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Name: Jeff Weiss

Title: Investment Sales Associate

Company: Highcap Group

Location: 57 West 38th Street, New York, N.Y.

Birthplace: Rockland County, N.Y.

Education: University of Delaware

First job outside of real estate: Started a car cleaning/detailing business with my best friend when I was 14 years old, and ran it for 15 years before giving it to the son of one of our top customer's.

First job in real estate or allied field: Worked at a boutique marketing firm and started a real estate division within the company. I focused on marketing collateral for REITS, both property specific and corporate material.

What do you do now and what are you planning for the future? I am a real estate matchmaker. I focus on multifamily, mixed-use, development, retail and office, representing the owner's interest in disposition and acquisition. In the future, I plan to continue to help my clients and to help grow Highcap's footprint in the industry.

How do you unwind from a busy day in real estate? Go for a run in Central Park. I love running around the reservoir at night in the summer. It is an incredible sight to see the surrounding buildings lit up, contrasted by the calmness of the water.

Favorite book or author: I don't have a favorite book, but I just read "An Astronaut's Guide to Life on Earth" by Chris Hadfield.

Favorite movie: "Miracle"- It's about the 1980 USA Olympic hockey team that upset the Russians.

Last song you purchased/downloaded? "Let her go" by Passenger

One word to describe your work environment: Focused

Rules to live by in business: Honesty and Integrity are paramount

If you could invite one person to dinner (living or dead) who would it be and where would you go? I'm single, so it would be a girl who I can see spending the rest of my life with, location not important.

What is your dream job? I'm at it.