



Professional Profile: Dov Zabrowsky, Director of Structured Finance, Eastern Union Funding

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Name: Dov Zabrowsky

Title: Director of Structured Finance

Company: Eastern Union Funding

Location: Howell, N.J.

Birthplace: Queens, N.Y.

First job outside of real estate: Partner in a high-end electronics retail store in N.J.

First job in real estate or allied field: When I started as a mortgage broker for Eastern, I was faced with deluge of deals that I was able to close quickly, start to finish, in a short period of time. I made tweaks to speed up the deal flow process and that served as a springboard into something even bigger and even more efficient.

What do you do now and what are you planning for the future? Right now I'm simultaneously working with my client base, keeping it growing, and structuring finance solutions for some of the company's tougher deals. My goal is the continued growth of structured finance via new relationships, and to grow my personal client base.

How do you unwind from a busy day in real estate? My day does not end.

Favorite book or author: "Different Seasons" by Stephen King

Favorite movie: "The Godfather Part 1"

One word to describe your work environment: Thought-provoking

Rules to live by in business: Honesty. The tricky deals that end up falling through the cracks can usually be traced to a borrower who was not as forthcoming as they could have been. The more upfront you are with the lender, the higher execution rate will be.

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