



Feifer of Jaspan Schlesinger: Spend time wisely when networking

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Name: Leslie Feifer

Title: Partner

Company Name: Jaspan Schlesinger LLP

Years in Commercial Real Estate: 17

What were your biggest fears when you started out in your profession?

When I graduated law school my biggest concern was finding a job where I could acquire the knowledge and skills necessary to become the best at what I was doing, while simultaneously paying off my law school loans. As time went on, I found that I achieved great satisfaction from solving problems, always addressing new issues and concerns in a creative manner and assisting clients in achieving their end goals. I appreciate that I have never been bored and always continue to learn as I grow in my expertise in the field.

What was your first job and what did you learn from it?

Believe it or not, my very first job was as a file clerk during my senior year in high school at a workers compensation law firm. Unbeknownst to me at the time, that was my introduction to a career in law. I learned how a law office was run; how to multi-task and balance my time among multiple projects and responsibilities; and how to work with coworkers to successfully see projects through to completion. I never expected to go into law at that time but those basic skills formed a solid basis for my future career in the profession.

What is your favorite quote?

"This too shall pass". I used to always love this quote on a personal level but found that it is very useful in a professional setting as well. Oftentimes, clients/colleagues/associates and even I am overwhelmed with performing in accordance with deadlines and achieving end goals that can sometimes seem insurmountable. When I take a step back and remind myself "this too shall pass" I am usually able to come up with a cost effective and practical solution to the issue, whatever it may be.

What social media and/or face to face networking activities do you find most beneficial professionally?

I constantly struggle to achieve the maximum benefit from the networking activities which I choose to participate in. There are so many events to attend and I try to ensure my time is wisely spent. I am a member of a weekly networking group which has provided me with many valuable resources to support needs that my clients have. I participate in my undergraduate university's local events when possible and am a member of my undergraduate sorority alumni group. I attended my college's 25 year reunion and my law school's 20 year reunion this year. I organized my high school's 20 year reunion a few years back and have tried to establish relationships through those

activities and activities similar to those.

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