



## Professional Profile: Jonathan Singer, 2014

October 27, 2014 - New York City

Name: Jonathan Singer

Title: Managing Director

Company: Eastern Union Funding

Location: 3839 Flatlands Ave., Brooklyn, N.Y.

Birthplace: New York, N.Y.

Education: Learning on the job day in and day out

First job in real estate or allied field: Commercial real estate mortgage broker

What do you do now and what are you planning for the future? I work with a growing base of commercial real estate owners for their mortgage applications. As they refinance, acquire new properties and grow their portfolio, I make sure the financing is in place and ultimately get them the best terms for their particular deal. My plan for the future is to grow with my clients. Owners who were successful two years ago are on a skyward trajectory. My plan is to evolve accordingly as my clients' get even stronger and win more and more trophy deals.

How do you unwind from a busy day in real estate? In my industry, there is no such thing as the end of a busy day. There's no such thing as the 9-5.

One word to describe your work environment: Focused

Rules to live by in business: Set a goal for yourself. Once it's in sight shoot for a dream and repeat. You have to push yourself.

If you could invite one person to dinner (living or dead) who would it be and where would you go? Jeff Blau - He turned a summer internship at Related Cos. and parlayed that into an eventual promotion to CEO.

What is your dream job? I have it now. One unique thing about this business: you aren't dealing with middle men. You are dealing with actual owners. Speaking with some of the biggest players in real estate on a day to day basis is a privilege which you can't put a price on