



Young & Established: Marks of TerraCRG: Involved in over 100 deals - \$375 million total

June 23, 2015 - New York City

Name: Dan Marks

Title: Vice President, Investment Sales & Leasing

Company/firm: TerraCRG

Year Company was founded: 2008

Years with company/firm: 3.5

Years in field: 10

Years in real estate industry: 10

Address: 592 Pacific St., Suite B, Brooklyn, NY 11217

Telephone: 718-768-6888

Email: dmarks@terracrg.com

URL: www.terracrg.com

Twitter: @brooklyndanny

LinkedIn: <https://www.linkedin.com/pub/dan-marks/a/1a/a36>

Real estate organizations / affiliations: SBIDC, Brooklyn Chamber of Commerce, Brooklyn Arts Council (Board Member), Opportunities for a Better Tomorrow (Leadership Board Member)

Who in the commercial real estate industry do you admire most? And why?

At the risk of sounding like a complete ass kisser, Ofer Cohen, the founder and president of TerraCRG. I met with a number of real estate firms when I was looking to move to N.Y. and I was drawn to TerraCRG because of Ofer's focus and dedication to the Brooklyn market. I met with a lot of great companies but none had the singular focus on one market. Besides the laser market focus, his marketing mind and negotiating skills are second to none.

What was the most important thing you learned in school?

I received my undergraduate degree from Marquette University in Milwaukee, WI. I didn't have a clear sense of what I wanted to do after school so I took a lot of communication classes. Those classes taught me a lot about how people communicate, both verbally and non-verbally. Those lessons learned have been valuable to me in my sales career. I received my MBA from the University of Colorado. As a commercial broker I wanted to better understand how my clients were analyzing the deals. The real estate finance classes I took have proven to be the most important.

What is the best advice you ever received? What's the next big project you want to tackle?

When I was in high school I was asked to write an essay on what it meant to be successful. I wrote my essay and focused on wealth as the barometer for success. I thought it was a great paper but my grandfather read it and was very disappointed in me. He told me that it didn't matter how much money I made in life, no matter what I was doing to do it to the best of my ability. "If you dig ditches for a living, make sure you are the best ditch digger you can be."

What are you most proud of?

Professionally speaking only: Since joining TerraCRG, less than four years ago, I have been involved in over 100 closed transactions with a dollar volume of over \$375 million.

What is one goal—either personal or professional—that you would like to accomplish during your lifetime?

Professionally: I would like my firm to close the most number of deals and the highest dollar volume of all commercial firms year over year in Brooklyn.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540