



## **Feifer of Jaspan Schlesinger: Always reach for maximum potential**

June 23, 2015 - Spotlights

Name: Leslie Feifer, Esq.

Title: Partner

Company Name: Jaspan Schlesinger LLP

What year did you start your career in commercial real estate: 1997

What recent project or transaction are you most proud of?

I am very proud of my work on several transactions that I have assisted clients on within the last six months. In particular, I assisted a client in connection with closing on a hard money bridge loan on certain New York City real estate that will enable the client to get its affairs in order, pay off certain debts and ultimately (within two years) convert to permanent financing for a better long-term strategy with which the client can proceed and wind up coming out stronger in the end. It took a good six weeks to get the file to the place where the lender was satisfied that our client could close in accordance with that lender's guidelines.

Who or what has been the strongest influence on your career and why?

My father was always my biggest fan and hugest supporter when times were good or bad. He encouraged me to always reach for my maximum potential and I always remember his words and support.

What is the first thing you do when you arrive in the office in the morning?

I check my phone messages and return the calls or I check my emails and respond.

What time management strategies do you find to be the most effective for you?

Calendar my appointments on my outlook calendar ensures there is no double booking; that I have a clear record of where I am expected to be; who I am expected to speak to; and that all tasks I must complete and deadlines are met in a timely fashion.

What is the best advice you have received and who was it from?

My father told me to keep trying and hang in there because one day people would look to me for advice and he was so right.

What did you want to be when you grew up?

I wanted to be an optometrist because when my optometrist provided me with glasses when I was 5 and I could see clearly I was in awe of him and wanted to help people the way he helped me.

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