



## Ling of First Nationwide Title Agency: The rule of the Four S's

June 23, 2015 - Spotlights

Name: Margaret Ling, Esq.

Title: Senior Counsel and Vice President

Company name: First Nationwide Title Agency

What year did you start your career in commercial real estate: 1986

Real Estate Associations:

- a. Asian Real Estate Association of America
- b. Chinese Real Estate Association of New York
- c. Asian Real Estate Professional Association
- d. New York State Bar Association: Member of Real Property Committee and Member of Condo/Coop Committee
- e. Asian American Bar Association of New York: Co-Chair of the Real Estate Committee
- f. New York State Land Title Association: Member of the Municipal Agency Committee
- g. National Association of Hispanic Real Estate Professionals
- h. New York Chinese Banker's Association

What recent project or transaction are you most proud of?

I am proud to have closed new mixed-use commercial and residential condominium units at One Fulton Square in Flushing. In addition an investment development project with F and T Group where, as a Title Underwriter, I monitored and worked on the project from base lot purchase through construction of the units, including filing of declaration and offering plans, tax exemption filings, and bulk closings of each unit. A closing that had many moving parts!

What recent honor, achievement or recognition has meant the most to you and why?

Election and invitation to the Board of Directors of the New York Law School Alumnae Association. I am actively involved with mentoring and guiding the law students. In 2010, I received the Diversity Award for Service to the Asian law students. I am grateful and appreciative that law school provided the strong foundation which has sustained and evolved my legal career for the past three decades. As an attorney, I have learned to be fair, just and not judge nor stereotype those individuals with whom we interact. It was an honor for me to be considered to return as a Board of Director at New York Law School. Currently, I am focusing on bringing greater diversity to the Law School as well as sharing my experiences with my younger colleagues to make them better lawyers.

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

Coming from an Asian Family, education and academic excellence was of foremost importance in shaping your future. I was a graduate of Packer Collegiate Institute and Barnard College which were both Women's Institutions. We were groomed to be strong and intelligent thinkers and to always give back and make a difference in the world. That is what has guided me and continues to direct me throughout my career.

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

The first thing that I do in the morning when I get to the office is greet my Team and say "Good Morning."

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

The most effective time management strategies are:

- a. Creating my "To Do" list before I get to the office;
- b. Reviewing the list every 30 minutes at my desk;
- c. Being flexible in prioritizing matters that are urgent, which could alter the order of my "To Do" list.

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

The best advise that I have received was from a Senior Counsel who mentored me in the title industry advising that I should continue to be the hard working, conscientious and diligent person that I am. Never be complacent and always be open to learning something new. Most importantly, continue to be the gracious person that I am and never forget to carry myself with humility and kindness.

List 3 women that you would like to have drinks / dinner with and where would you go?

3 Women that I would like to have drinks/dinner:

- a. Oprah Winfrey
- b. Condoleezza Rice
- c. Gloria Steinem

Women who had overcome true obstacles and raised the bar for intelligent and accomplished women.

I would like to have dinner at Thomas Keller's French Laundry in Napa Valley. It would be a "foodie's" dream dinner and the nine courses would give us the time to share and be enlightened about each other's lives.

What is your favorite quote?

"The attributes of a great lady may still be found in the rule of the Four S's: Sincerity, Simplicity, Sympathy and Serenity." - Emily Post. It defines the person and the lady that I always aspire to be.

What did you want to be when you grew up?

I wanted to be a journalist and work for The Wall Street Journal. My parents stressed that my only choices were to be a doctor or a lawyer. I opted for the latter and still continue to write articles in various publications whenever I have the opportunity.