



2017 Women in Professional Services: Marie Landsman of Rivkin Radler LLP

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Marie Landsman,
Rivkin Radler LLP

Name: Marie Landsman

Title: Counsel

Company Name: Rivkin Radler LLP

Years in real estate: 20 years

What real estate associations or organizations are you a member of? Long Island Real Estate Group and The Nassau County Bar Association.

How have you navigated obstacles to achieve success in your career? It is important not to take things personally. Earlier in my career, I received repeated requests to get coffee and make photocopies, although similar requests were rarely made to my male colleagues. This was likely a result of usually being the only woman at the closing table. But rather than take offense, it was much easier and more productive to think, sure, why not, whatever it takes to get this deal closed and without it taking an entire day to do so.

How do you play your strengths to your advantage in your career? To quote an old but memorable ad campaign, "Never let them see you sweat." Exuding confidence is critical, even if you are not feeling particularly confident on the inside during a particular negotiation, meeting or closing. Law firms are a service industry, one that is very competitive. Our clients look to us for direction and advice, and must trust us. And to achieve the best results for our clients, our adversaries must respect us.

What trends are you seeing so far this year? The trend I am seeing so far is an increase of caution. I have noticed a slowdown in deals being made, whether they are sales, acquisitions or financing. I think our new Administration is playing a role in that. Investors, users and developers are being more cautious about the types of deals they negotiate and are more risk-adverse than in prior years.

This may change as President Trump settles into his new position.

What do you do for fun? Spend time with my children. I look forward to the weekends, even if it they're just spent chauffeuring them around.

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