



2017 Year in Review: Howard Stern, Law Office of Howard Stern

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Name & Title: Howard Stern, Owner

Company Name: Law Offices of Howard Stern

Address: 2 William Street, White Plains, NY 10601

What was your most notable project, deal, transaction or professional achievement in 2017?

I am currently completing a \$14 million sale of a multiple dwelling property on the Upper West Side of Manhattan, and, have closed on multiple brownstones and apartment building deals of more than \$5 million this year. This UWS deal was of major importance, as, I was able to assist the Owner, so, that the building will be delivered vacant at closing.

What was the best decision you made in 2017 and why?

Returning to the old-fashioned method of speaking to clients instead of emailing or texting. Much is lost in the "translation" and more is accomplished and cleared up by speaking directly than by using email or texting. One phone call can often achieve more than 10 or 15 emails. I am trying to also avoid professional emails at night and weekends, allowing for some disconnect from work.

Who or what contributed to your success in 2017 and why?

Working longer hours Monday to Thursday. and staying focused on one project, before moving on to another project. In today's extraordinarily, fast paced world it is easy to allow oneself to multi task, usually to the detriment of all projects. I find, closing out one project, before handling the next, is the best course to follow. And sadly, staying in contact thru email even when taking time off, eases the return to the office. Modern demands of business do not allow us to disconnect as we once did.

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