



## 2018 Women In Real Estate, Professional Services: Jessica Rothman, Ingram Yuzek Gainen Carroll & Bertolotti, LLP

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Name: Jessica Rothman

Title: Partner

Company Name: Ingram Yuzek Gainen Carroll & Bertolotti, LLP

What blogs, resources, podcasts or influencers have helped you?

I am an active member of Gotham City Networking—and have found my membership with this group to be invaluable. The networking group is more of a “think tank” than a traditional networking group. It brings together service-oriented professionals in complementary fields to share not only contacts, but also ideas and resources. I have made helpful professional contacts as well as good friends.

How important is it for women to create a personal brand?

It is important for all professionals to develop a personal brand—especially those in the service industry where your personal brand ties right in with the value you are providing the client. People want to work with people—and our personal brand lets our clients know exactly what type of people we are.

What do you do like to do for fun?

Of course, I love to enjoy the city with my two daughters (how cliché). But selfishly, I enjoy working out, and especially love taking classes at The Fitting Room. It increases my energy and helps me focus.

How many messages are in your inbox right now and how do you manage email?

Right now, there are 82 messages in my Inbox; 18 are unread (but it’s late in the day and the third week of August when everyone is on vacation). I read all of my messages every day and try to send some form of response within 24 hours. I try to flag items that require immediate action and to move completed items into folders, whether business or personal.

In one word, describe yourself:

Persistent

What are some of your biggest accomplishments in the last 12 months?

Over the last 12 months I have prepared and negotiated several contracts on behalf of project owners, contractors and design professionals, and have successfully resolved disputes relating to construction projects including breach of contract claims involving payment disputes, change orders, and project delays, mechanic's liens, negligence and professional malpractice. I have represented property owners, contractors, and design professionals in multi-party litigation concerning these issues as well.

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