



## 2018 Women In Real Estate, Professional Services: Michele Pincus, Schroder & Strom, LLP

September 18, 2018 - Spotlights

Name: Michele Pincus, Esq.

Title: Of Counsel

Company Name: Schroder & Strom, LLP

Real estate association / organization affiliation(s): Executive Board of Real Estate Institute at Stony Brook University; Member of Long Island Real Estate Group (LIREG); Member of Commercial Industrial Brokers Society of Long Island (CIBS ); Member of Women's Economic Developers of Long Island (WEDLI)

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

As a tax certiorari attorney, I have successfully negotiated and reduced the assessed values of numerous commercial properties in Nassau, Suffolk and Westchester Counties. I have handled matters ranging from small retail properties to large multi-tenanted properties, an upstate trailer park and a local golf course.

In addition, I have successfully represented clients in an action challenging the enforcement of Nassau County's Annual Survey of Income and Expenses (ASIE) filing requirements. Nassau County sought to impose draconian fines on commercial property owners who did not file their annual income and expense statements. The Supreme Court held that the fines constituted an illegal tax and struck down that portion of the County's Local Law.

What do you do like to do for fun?

Spend time with friends, family and my dog, ski, hike, kayak, read and travel.

In one word, describe yourself:

How about two? Tenacious and happy

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

It is crucial for everyone to create a personal brand to help you stand out from your peers. I am in a service business where I want clients to seek me out for my unique strengths and high quality legal work. My background in real estate litigation and land use allows me to approach the tax certiorari field from a distinctive prospective and provide a strategic approach to problem solving.

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

Too many! I read them throughout the day and try to organize them before I leave the office for the day.

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

Throughout my career, I have been assisted by my colleagues and co-workers in my field.

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