



## 2019 Ones to Watch: Grant Dolgin, Kalmon Dolgin Affiliates

April 16, 2019 - Spotlights

Name: Grant Dolgin

Title: Vice President

Company Name: Kalmon Dolgin Affiliates

Year that you entered your current field? 2007

List up to three CRE organizations that you are currently a member of:

East Williamsburg Industrial Development,  
Brooklyn Chamber of Commerce,  
Queens Chamber of Commerce.

Who or what do you attribute to your success?

For 115 years, KDA has had four generations leading the firm at various times, which is an amazing accomplishment. I'm proud to be part of that legacy, and grateful for the strong examples of leadership I've learned from during my career. We've seen the tremendous changes that have taken place throughout the outer boroughs and Long Island over the past century, the ups and downs of the market, and understand how to attract tenants and keep buildings occupied.

What advice can you offer to someone who is interested in a career in your industry?

Don't get discouraged if a deal falls through. There is a learning curve for someone starting out from the beginning. You must be hardworking, diligent, organized and persistent. Learning about and understanding the inventory, market prices, terminology, etc. can help make this a lucrative and fulfilling profession. The best way to get new business is to hit the streets, explore new areas. Speak to as many business and property owners as you can, and leave them your card. You never know when they might be in need of your services.

If you have a mentor, who is it and how have they influenced your personal & professional growth?

My mentor has to be my father, Neil Dolgin. Not only is he a great father and role model, He taught me to be hardworking, honest, straightforward, kind and respectful to every single person. These are qualities needed to be successful in life, and also apply to a successful career in the commercial/industrial real estate industry.

What was your favorite thing to do as a kid?

I always loved going outside and playing some sort of pickup game with friends. It was great to be able to hang out with my friends, running around and enjoying the weather. Now, with two young children, it's harder to do this, but it's always wonderful when I'm able to get together with friends, whether it's for a round of golf, sporting event or a night out.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540