



## 2019 Ones to Watch: Eli Weisblum, Ariel Property Advisors

April 16, 2019 - Spotlights

Name: Eli Weisblum

Title: Director - Capital Services

Company Name: Ariel Property Advisors

Year that you entered your current field? 2016

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

NCE,  
NYSFAFH,  
CHIP

What do you consider to be your greatest professional accomplishment in the past 12 months?

In 2018, I doubled the amount of business that I originated versus the previous year. By expanding my focus to cover all asset classes and becoming more familiar with different market dynamics, I also expanded my geographic range of deals from a local level to a national scale. I finished the first quarter of 2019 very strong and have a pipeline that indicates that this year will be the best in my career. I've worked hard to achieve a seamless work/life balance where I can spend important time with my wife and growing family, while also providing my clients with a seamless service experience.

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

I once heard a great quote by Dave Ramsey: "You are not nearly as important as you think you are and if you want to be successful it's going to be harder than you think it is." Growing up, it's easy to assume hard work will pay off and if you do the right thing you will always succeed. As you progress in your career, you realize it gets harder. You have to stay motivated, get creative and just never quit. You need to convince yourself that there is always a way, but it won't always be the easiest way.

Who or what do you attribute to your success?

My grandparents were my role models and have taught me invaluable life lessons. My grandfathers had severe hardships, but relentlessly pursued a better life for their families and communities. One survived the Nazi Labor Camps, while the other survived living on the Lower East Side during the Great Depression. Their persistence and determination have impacted every aspect of my life. For example, last year a church was looking for a bridge loan. Every lender I contacted said "I don't want to foreclose on God." In all, 32 lenders said no, but I refused to accept that as an answer. The 33rd lender said yes. My grandmothers were always there to help and have taught me to always find a way to be happy and look at the bright side, something I strive to do every day.

What was your favorite thing to do as a kid?

As a kid, one of my favorite things to do was read comic books. I enjoyed the story arcs and how they provided me the opportunity to use my imagination. I remember finding an old tattered comic book at my grandparents' house. I can't remember which comic it was, but that led me to my local comic book store where I was introduced to countless stories and characters to choose from. My favorite was, and still is, Superman. I liked how he was put in difficult, sometimes impossible situations, but never broke his core values and always stayed true to what he believed. Call it a hobby, or pure nostalgia, but I still go every week to pick up the most recent issue, and I have every edition printed since 1985.

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