



## 2019 Ones to Watch: Cara Cronin, Cronin & Cronin Law Firm, PLLC

April 16, 2019 - Spotlights

Name: Cara Cronin

Title: Partner

Company Name: Cronin & Cronin Law Firm, PLLC

Year that you entered your current field? 2010

List up to three CRE organizations that you are currently a member of: Long Island Real Estate Group & co-founder of LIREG W

Who or what do you attribute to your success?

Nothing can replace hard work when it comes to success. I take the time to really evaluate and develop each case I negotiate to show maximum results for our clients. I am also lucky to have partners and staff with that same work ethic.

How have your life experiences impacted who you are professionally?

I was involved in politics before real estate. My political experience provides a perspective that is often necessary when representing developers and negotiating with local government. Development projects often require a collaboration with the community and local municipalities and having that background has allowed me to understand both sides in these situations so that I can work toward favorable results for my clients.

What was your favorite thing to do as a kid?

I have always been a runner. As a child and now as an adult, running allows me time to think. My best ideas often come during or after a run.

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

As the retail market continues to evolve, I have been able to provide significant tax relief for my clients who own malls and other predominantly retail centers that do not have the existing

infrastructure and opportunities to adapt as readily to the changes in the market. Being able to provide relief from their tax burden can often reduce overhead and allow them to reinvest in their property in a way that is ultimately beneficial to them as owner as well as their community.

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