



2019 Ones to Watch: Jake Gluck, Juniper Capital Group

April 16, 2019 - Spotlights

Name: Jake Gluck

Title: Managing Director

Company Name: Juniper Capital Group

Year that you entered your current field? 2012

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

YJP,
JNF

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

Over the last year, I closed about \$80 million in loans. One of the most challenging deals involved a \$5 million loan coming due on a tough property where I tapped into our extensive network and found the perfect lender for the deal within 24 hours. The deal closed with an agency lender in less than 30 days. Our client paid-off the existing loan prior to maturity and he was able to recoup a majority of the money he had invested in the asset at a very competitive rate. I am proud to say that certainty of execution, focus, creativity and speed are what sets us apart.

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

Determine if you have it in you to handle this industry. It can be cut throat at times, and you can never be complacent at any point. If you feel it's for you, then jump in and never ever give up. Hearing no is your friend, it's just a step closer to a yes. Find ways to help people, not for a reward, but just be genuine. Make friends, some of the best people in business are in the real estate industry. And always keep your head up. A very successful real estate owner once told me that his secret is the ability to always just put one foot in front of the other and GO!

Who are some leaders that you admire and why?

Professional athletes have always inspired me. Rarely do you find an athlete that got by on talent alone. I believe one of the biggest struggles in life is to not let talent get to your head. Talent is only the foundation for success. Hard work is what gets you to the top. Elite athletes know that, and use it to their advantage.

What was your favorite thing to do as a kid?

I loved playing sports. Basketball, hockey, baseball. I've never stopped loving sports, and they're still a huge part of my extracurricular activities. Anyone want to challenge me to a one-on-one??

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