



2019 Women in Real Estate: Lynn Weinig, Windels Marx Lane & Mittendorf, LLP

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What is your favorite motivational quote?

“What counts in life is not the mere fact that we have lived. It is what difference we have made to the lives of others that will determine the significance of the life we lead,” ~ Nelson Mandela. This quote is a favorite of mine because it emphasizes that you never know when a kind word or a helping hand can change the course of someone’s life, or just make that moment better. Both results are equally as important.

How do you hold your own in a negotiation?

I try to maintain civility first and foremost, but I admit I can get riled up. I make sure I know the facts, what points are less important to my client, and where I need to hold firm. I also try to understand the other counsel’s concerns to see if there is a fair way to address issues without damaging my client’s position. There is usually a meeting point.

What recent project or transaction are you most proud of?

We represented a religious organization selling a stone church that was beautiful but in serious disrepair and no longer had a congregation. While we were in contract to sell to a developer, a neighborhood group petitioned the Landmark Preservation Commission (LPC) to evaluate the structure. We took a proactive approach with the commission by presenting an analysis of the steps initially taken to sell to another church, detailing landmarked buildings that were under the stewardship of this organization, and the prohibitive costs to repair the building. The LPC ultimately did not proceed with a landmark review and the building was sold.

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