



2019 Ones to Watch: Evan Hudson, Stroock & Stroock & Lavan LLP

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

My greatest success of the past 12 months drew on my longtime specialization in REITs. It involved working with a broader team to optimize the structure of a \$40 billion real estate fund for an institutional asset manager. The new structure opened up new markets for the client. We expect our work to drive our client's fundraising success and enhance its operational efficiency for years to come.

Who or what do you attribute to your success?

I am a people person. I value relationships and stay in touch with my friends and allies. You don't have to be an extrovert to be a people person.

What was your favorite thing to do when you were a kid?

As a 13-year-old, during the summer, I covered dozens of miles every day exploring the roads, woods and fields of my hometown, a small city in a very rural area, by bike and on foot. I traveled alone, or with a friend, but always in a self-directed manner. What carried over into the work world is that I am still self-directed. No one needs to prod me to do what I do best. And I value the same self-starting qualities in my team.

?What advice can you offer to someone who is just getting started in your industry?

My advice is to specialize early. For me, as a junior associate in the depths of the financial crisis, that meant REITs. The REIT sector was active when many other sectors were not. Listed REITs were issuing equity and debt in order to stay afloat. Non-traded REITs were raising capital, with great foresight, at the bottom of the commercial real estate market. It was all very exciting, and I got hooked. When you specialize early, you gain valuable knowledge that builds on itself as your career progresses.