



2019 Ones to Watch: Ashley Doukas, Stroock & Stroock & Lavan LLP

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

As a land use and zoning attorney in New York City, I've learned that development projects and city land use applications take time – sometimes years. This past year, I got approval by the City Planning Commission for three special permit applications. The approvals required public hearings at all levels: Community Board, borough president, City Planning and City Council.

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

Read, read, read! Sign up for every real estate subscription. Knowing city policy and up-to-date changes in the neighborhoods throughout the city is extremely important. Know the process from start to finish – lease or sale, transaction, parties involved, development potential, re-sale, client's goals, etc. Even if your work is only one aspect of real estate, understanding the full picture will help you be that much more successful.

How have your life experiences impacted who you are professionally?

Having children early on in my career has significantly impacted me professionally. You must learn to prioritize, balance work and home, and focus on time management. Being a mom also gave me a boost of confidence. You have to take control, and you realize all that you can do.

Who or what do you attribute to your success?

My success stems from being part of a team and working in a supportive environment for personal growth and professional development. The Land Use and Zoning team at Stroock is collaborative and strategic. We work together, bounce ideas off of each other, and evaluate what is best for our clients and specific projects. We each have a defined role, but behind the scenes we support each other and every project we are working on. The leaders I have worked for in this industry are full of knowledge and details about development in NYC. The insight, history and even anecdotes I've learned from them are not only interesting, but they also play well with clients and city officials.

