



2019 Ones to Watch: William Fischer, Grassi & Co.

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Name: William Fischer, CPA

Title: Partner

Company Name: Grassi & Co.

Address: 488 Madison Avenue, New York, NY 10022

Real estate organizations: Queens and Bronx Building Association (QBBA), Subcontractors Trade Association

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

My greatest success was being named to the faculty of the Fordham University Real Estate Institute, where I will be teaching a construction finance class for a graduate certificate program in construction management. I am also teaching a similar class at Columbia University in their masters program for architects and engineers. Being able to impart my industry knowledge and finance experience to the next generation of real estate professionals is truly rewarding.

Who or what do you attribute to your success?

I attribute my success to good old-fashioned hard work, my determination to learn something new every day, and my “hate to lose” attitude.

If you have a mentor, who is it and how has this relationship influenced your professional growth?

My mentor is Lou Grassi, our CEO and managing partner. I have been working with Lou for over 23 years. He taught me the meaning of professionalism, and has also mentored me on decision making and becoming a trusted advisor to C-Suite real estate executives. One of my favorite quotes of his is, “Don’t come to the meeting with questions and problems – show up with answers and solutions.”

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

My favorite things to do as a kid are also my favorite things to do as an adult: Hunting and fishing. Except now, I get to do it with my son as an adult and pass on the tradition, as my father did with me.