



2019 Ones to Watch: Nadir Rubie, National Standard Abstract

November 05, 2019 - Spotlights

Name: Nadir Rubie

Title: Business Development Executive

Company Name: National Standard Abstract

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

Passing the \$1 billion mark in transactions closed. Within the years that I have been closely connected, and now officially integrated into the team, I witnessed the evolution of National Standard Abstract from a bespoke insurance firm to a major industry player in less than five years. This milestone was symbolic for me, because I played an integral part—driving business forward by maintaining service standards and strengthening client relations.

How have your life experiences impacted who you are professionally?

I have always been involved in business in some form, thanks to my parents. Most of my life experiences, like not getting into my first choice college were really challenges to better prepare me for future endeavors. The baseline of rejection at many points in my life has broadened my perspective to see more opportunities where most cannot. This helps me solve modern-day business challenges with a myriad of ways that reframe the problem to find more efficient and effective solutions. This is my greatest weapon, working in the title insurance industry.

Who or what do you attribute to your success?

My success is rooted in the success of others before me. I acknowledge the attorneys, realtors or developers that I have worked closely with for their dedication and collaboration, which has helped me accelerate at a faster pace.

Who are some leaders that you admire and why?

I have learned a lot from Zulu tribe military leader, Shaka Zulu. His focus on divided units and group formation, a strategy that ultimately defeated the British despite their use of guns against the Zulus' spears, demonstrated how everyday tools can be used in tandem to give you an edge, even when it seems that one does not exist.