



2019 Ones to Watch: Michelle Stieglitz, Certilman Balin Adler & Hyman, LLP

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Name: Michelle Stieglitz

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Who or what do you attribute to your success?

Professional success does not come easy—it takes dedication, drive and motivation. In addition to the aforementioned attributes, my attention to detail and ability to look through the fog to see what is important to each party in a transaction have played a significant role in my success. In real estate transactions, all parties have a common goal—but it is essential to see what is of significant importance to each party in order to get the deal across the finish line.

How have your life experiences impacted who you are professionally?

Life has taught me that absolutely anything is possible if you are willing to put in the hard work necessary to achieve your goals. Focus, dedication, determination and hard work are essential. Make the most of the people around you who are willing to invest their time in you and foster your professional growth. But most importantly—as you grow, make time to turn around and help those following behind you.

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

Surround yourself with people, both personally and professionally, who believe in you and will push you to be the best version of yourself. Throughout my career, I have been fortunate to work for partners who have fostered my professional growth. They stayed after hours to answer my questions, provided challenging assignments and involved me in each phase of complex commercial transactions, including direct client interaction. Personally, my family has always been my support system and I am fortunate to have a husband who helps me juggle the craziness of raising two young children while managing the demands of my professional life.

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

The past 12 months have been very kind to me, as they have been filled with so many blessings and exciting opportunities both personally and professionally. However, I would have to say that my

greatest success over the past year is my elevation to partner at Certilman Balin Adler & Hyman LLP.

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