



2019 Ones to Watch: Deborah Farahmand, Akerman LLP

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Real estate organizations: CREW New York and CREFC

Who or what do you attribute to your success?

I attribute my success to my parents. Growing up my parents showed my sisters and I the meaning of hard work and determination and instilled this mindset into us. At one point, my mother worked full time and attended school all while raising three daughters. My father resigned from his job to start, and eventually sell, a successful business. In fact, it is their example that motivated me to pass the CPA exam during tax season, encouraged me to create client relationships and serves as a constant reminder that hard work and determination will help me accomplish anything.

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

The best advice that I can offer is that it is perfectly acceptable to be a general real estate practitioner. Upon entering the industry I was under the misconception that I would have to specialize in a certain type of real estate work. However, I soon learned that being a general real estate practitioner is my best asset. I understand and can perform most, if not all, aspects of a wide array of real estate transactions. My versatility helps me to see the same transaction through multiple lenses and enables me to add value to clients by providing comprehensive guidance and advice.?

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

If I were to respond to this question four months ago, I would have described a complex real estate transaction that recently closed. However, today I respond to this question by sharing that my greatest success in the past 12 months was the birth of my baby boy, Houshang. Houshang has not only brought endless joy into my life, but he has also encouraged me to set a higher professional bar for myself. I look forward to many more professional successes so that when he is old enough, Houshang will be proud of his mommy!

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

My favorite thing to do when I was a kid was spending my summers at sleepaway camp. From the endless activities to the lasting friendships, some of my fondest memories are from my summers at camp. I did not realize it until recently, but attending camp also taught me intangible skills that have helped to shape my professional career. From an early age I learned how to be independent, nurture relationships with others and how to adapt to, and thrive in, new surroundings. I put each of these skills into practice in my career on a daily basis.

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