



2019 Ones to Watch: Anthony Cardillo, Lynx Mortgage Bank LLC

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Name: Anthony Cardillo

Title: Commercial Loan Consultant

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Real estate organizations: Lynx Commercial Division, NYREP,

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

Learn to deal with failure and having the door shut in your face. My most valuable lessons have come through adversity. Don't say no to any potential deal, every deal you take on at the very least will give you a valuable piece of knowledge for the future. Your next deal could be your best deal. Find your niche and always keep networking.

Who are some leaders that you admire and why?

David Ruttenberg and Jonathon Gordon from Ruttenberg Gordon Investments out of Chicago and New York are two people I'm following right now. Their hustle and foresight are two traits I admire. It's hard not to look up to two young guys who are making such intelligent moves in our industry. It seems to me that they have no plans of slowing down anytime soon, so my recommendation would be to keep an eye on Ruttenberg Gordon Investments moving forward and expect big things.

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

Mohammad Jafri, the principal and general council of Lynx Mortgage Bank LLC, where I work. I have known him for several years and he has been teaching me everything he knows. Mohammed's position is unique because he is the principal of a lending institution, while also being an owner of a portfolio of properties. Additionally his main focus is pursuing law through his practice at Jafri & Jafri. Being able to learn from an attorney has taught me to view my business interactions in a different light. Always making sure that I am working within the legal boundaries to ensure a smooth transaction.

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

My childhood took place on the diamond. I am extremely grateful to my parents who drove all over

the country during my ten year tenure of playing travel baseball. My love of the sport lead to lifelong friendships that I developed over the years. Baseball is a sport where if you fail 7 out of 10 times you are a hall of famer. This fundamental idea helped me develop my philosophy, which is making sure I give everything I have every day of my life, regardless of how many times I fail. The lessons I learned both on and off the field will stay with me for life.

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