



2020 Ones to Watch: Dustin Gash, Lynx Mortgage Bank Commercial Division

February 18, 2020 - Spotlights

Name: Dustin Gash

Company: Lynx Mortgage Bank Commercial Division

Title: Commercial Loan Consultant

Education: California State University - Northridge

How do you contribute to your community or your profession?

I strongly believe positive contributions to our communities have a multiplying effect, bringing about impact and change. Mentorship is one avenue, so I have always welcomed working with junior colleagues and new hires—especially those new to our industry—helping them to navigate our business. I've also participated in neighborhood donation drives, and volunteering at soup kitchens and food banks. Being able to offer someone immediate aid and comfort, whether it's with a hot meal or blankets, socks and shoes, is a humbling experience that connects us with others on the most basic level.

What led you to your current profession?

Growing up, my family was in the real estate business, so I was surrounded by many aspects of that world. After college, I started my career in commercial banking, offering a variety of client services and developing my portfolio, but I was always drawn to real estate consulting, and I think that interest organically came about from my childhood and the exposure to my family's business. So after many years honing my skills on the banking side, I made the transition to commercial real estate loan brokering at Lynx Mortgage Bank.

Who or what inspires you?

My earliest inspiration would be my father, who was among other things, a successful developer. He was the one who showed me to always view problems as opportunities, no matter how challenging they may seem. He would always say, "Analyze it from the left, from the right, and then turn it on its head. The solution is always there, hiding in the problem!" He was also devoted to his family and encouraged my brothers and I to be curious, pursue our callings and always keep our eye on the big picture.

What social media platform do you use the most professionally?

My platform of choice is LinkedIn. I find it an extremely effective tool in our business and you always come across people that you know or have crossed paths with! I've had many contacts come to me through LinkedIn and valuable relationships that grew out of a LinkedIn connection so I can't recommend it enough.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540