



2020 Women in RE: Nina Rokat, Olshan Frome Wolosky LLP

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Name: Nina Rokat

Title: Partner in Real Estate Practice Group, Leader of the Commercial Leasing Practice and Co-Administrative Partner of the Firm

Company Name: Olshan Frome Wolosky LLP

List up to three associations or organizations that you are presently a member of:

Member, WX, New York Women Executives in Real Estate

Member, International Council of Shopping Centers (ICSC)

What recent project, transaction or accomplishment are you most proud of?

The real estate landscape has essentially transformed overnight with the onset of COVID-19 and I have been guiding and counseling clients on the complex and rapidly evolving business and legal issues resulting from the impact of the virus on the industry. Immediately prior, I was been busy advising landlords and tenants in flexible workspace leases and structured revenue sharing agreements, including representing Knotel in its leases at 240 W 40th St. and 240 West 35th St. Among recent office transactions, I represented air travel technology company Fareportal in its sublease at the historic New York Times building.

What is one characteristic that you believe every woman in business should possess?

Tenacity is a key characteristic for women to possess to succeed in business. There is already a high bar as one of the few women at the deal table, and you have to demonstrate from the outset that you're ready to go to the mat for your client and be a firm negotiator.

What was your favorite job and what did you learn from it?

I have been a real estate attorney at Olshan Frome Wolosky for my entire career, and the best part of my job is the relationships that I develop with my clients. Earning their trust and becoming an integral part of their team presents me with a unique learning opportunity with regard to their businesses and industries. This allows me to work with them as their trusted business adviser not only on specific projects, but also for long term planning and advice.