



2021 Women in Professional Services: Elisabetta Coschignano, Sahn Ward PLLC

March 23, 2021 - Spotlights

Name: Elisabetta Coschignano

Title: Partner

Company Name: Sahn Ward PLLC

Real estate associations or organizations that you are currently a member of:

Long Island Builders' Institute

Nassau County Bar Association – Real Property Law Committee

Women have made significant progress in the last year towards equality in the workplace. How do you advocate for your fellow women in real estate?

The best way to advocate for other women is to include them in your projects, promote their skills and resources and support their endeavors in the real estate industry. By setting this example with your colleagues, it will move them to do the same for other women.

What books or social media influencers would you recommend to other women?

If I were to recommend one female social media influencer to females with an aspiring career in commercial real estate, or otherwise, it would be Barbara Corcoran. Her story is incredibly motivating and her energy is contagious.

How do you keep your team motivated despite conflicts and obstacles?

Just keep moving forward. The obstacles and conflicts will always be there but staying focused and not losing sight of the end goal is important to maintain drive and motivation.

In the past year, what project, transaction or accomplishment are you most proud of?

I am most proud of my transition from the position I held as principal law clerk, Supreme Court Nassau County, to the Hon. Anthony Parga and the Hon. Stephen Bucaria to partner at Sahn Ward PLLC. Being part of the Nassau County Supreme Court system, after years in private practice, gave me incredible insight into the mechanics of the court system and the judiciary as a whole. Returning back to private practice armed with that experience has been an asset to Sahn Ward and its clients.

What steps have you taken to ensure the continued success of your firm?

Since coming to Sahn Ward in late 2020, I have established a women's collaborative whose mission is to mentor, empower and support the advancement of the female attorneys at the firm. Although the collaborative is in its initial stages, we are so proud of the women in our firm as they begin to establish their own goals and objectives. Sahn Ward is committed to supporting their desire to excel in their careers which will have the effect of enhancing Sahn Ward's ability to successfully represent a wide range of clientele. That is an essential part of the firm's plan, to grow and recruit more women to fill senior roles at the firm.

Why should women consider a career in commercial real estate and related services?

A career in real estate is an invaluable asset for all women. Whether on the legal end, the development end or the transactional end, commercial real estate will continue to be at the forefront of our economy in our local area. Women should do all they can to pursue a real estate-oriented career as there are a range of employment opportunities in this sector.

How have you adapted and changed in the last 12 months?

I believe that each and every one of us has adapted and changed in ways we probably thought we never could in the last 12 months. As for myself, the "adapt" and "change" moment came several times over the last year. During the early part of the COVID-19 shutdown, the courts had to quickly go virtual which, thanks to our amazing IT team, was done within days of the shutdown. At that point, as we all worked from our home offices, the courts began to do virtual conferences and hearings. Towards the end of 2020, as my career shifted back to private practice with Sahn Ward, I had to "adapt" and "change" back to representing a range of clients, including major real estate developers as well as first-time home buyers.

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