



2021 Women in Professional Services: Nicole Forchelli, Forchelli Deegan Terrana LLP

March 23, 2021 - Spotlights

Name: Nicole Forchelli

Title: Partner, Tax Certiorari

Company Name: Forchelli Deegan Terrana LLP

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

Nassau County Bar Association, Condemnation Law & Tax Certiorari Committee;
Institute for Professionals in Taxation (IPT)

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

I recently resolved a property tax matter for a national department store chain relating to one of their Upstate New York properties. As property tax law differs depending on what part of the state you are in, I employed methodology from both the leased fee and fee simple schools of thought, supported by the actual financial experience of the subject property, and boosted by comparable rents of similar stores in the area. After extensive negotiations, I obtained a real estate tax benefit of more than \$200,000 for the client.

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

In many ways! Working from home certainly has its challenges, but I try to roll with it. In law (and also in life), it is so important to understand that a case does not always follow a linear path. How one adapts to unforeseen issues is a key driver of outcomes. The best attorneys I know are flexible and able to adjust effectively when confronted with the unexpected. They are not afraid to be creative in their approach either. I have been trying to mirror that approach. It is a work in progress.

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

Being optimistic and trying to find the positive in all situations. Even if there is nothing "positive," I ask myself, "What can I learn from this?" There is always a lesson to be learned.

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?

Something that I try to work on every day is just supporting other women. It is not hard to drop a note, send an email, or call a colleague with a few kind words when they have accomplished something relative to their work. Positive feedback is appreciated and resonates. Encouraging each other, and being a cheerleader for our coworkers, can mean so much.

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