



## **2021 Women in Professional Services: Matia Nikolovienis, Cohen & Perfetto LLP**

March 23, 2021 - Spotlights

Name: Matia Nikolovienis, Esq.

Title: Partner

Company Name: Cohen & Perfetto LLP

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

NYSBA;  
REBNY

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

We are most proud that as a firm, we all stayed healthy and were able to service all of our clients needs on every transaction. Although COVID presented major challenges in getting deals done, I am happy to say we got it done.

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

We have given everyone in our firm the ability to have a flexible work schedule. This coupled with utilizing technology has given us an advantage to service our clients 24/7.

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

Traditionally, there have been more men involved in commercial real estate, but we have made great strides in the industry. I find that the women I come across in the industry are very helpful to each other and want each other to succeed. When I look back 15 years ago, this was not always the case. So, I feel that the future is very bright for women.

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

Technology and flexibility.

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

You always have to keep your eye on the prize. For us, that is getting the job done which means getting the deal done for the client. 2020/2021 certainly presented more than its fair share of

obstacles, we kept motivated by keeping our eye on the prize.

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