



2021 Ones to Watch: Ami Eller, Eastern Union

April 20, 2021 - Spotlights

Name: Ami Eller

Title: Operations and Deal Flow Manager of Eastern Union's Multi-Family Group

Company Name: Eastern Union

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

I'm most proud of my current position and project, Eastern Union's Multi-Family Group. To have brokers starting from learning the ABCs of real estate to closing their own deals, all within a few short months, is something that has far exceeded any expectations that we had one year ago.

Who was/is your mentor and how did s/he influence/help you in your career?

My boss and leader Ira Zlotowitz has taught me so much, not just on the real estate side of things, but in navigating business in general. His ambition and fearlessness are felt in everything that he does, and he sets a great example for everyone working at Eastern Union.

How do you contribute to your community or your profession?

Both my wife and I are involved in organizations that help children with special needs. I volunteer for an organization called Chai Lifeline, which creates unbelievable opportunities for kids with cancer or other disabilities. My wife has worked over the last four years with a little girl who has cerebral palsy.

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

In a cold calling industry, and especially in tougher market times due to COVID, it's easy to get discouraged when many people just hang up the phone. I like to tell brokers that "every 'no' is one step closer to a 'yes.'"

What did you want to be when you grew up?

A professional athlete

What led you to your current profession?

Not being athletic enough to be a professional athlete