



## 2021 Ones to Watch: Marc Hershberg, Topaz Capital Group LLC

April 20, 2021 - Spotlights



Name: Marc Hershberg, MSRE

Title: Managing Partner & CEO

Company Name: Topaz Capital Group LLC

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

Urban Land Institute, NYU Schack Alumni Council, Mortgage Bankers Association, UJA Real Estate Executives Council, Yeshiva University Real Estate Executives, and AIPAC Real Estate Executive Council.

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

The key to keeping your team motivated is keeping their eyes on the prize and making sure they are

feeling their contribution to our company at all times. Many times reminders are needed and constructive.

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

My grandfather, Max Ostro OBM, was my mentor and advisor to me growing up. He influenced me to do not only what I enjoy most, but what will help provide for a livelihood for my entire family and to give back to those less fortunate than ourselves. It so happens to be that real estate was the industry of my choosing and his lessons are very much still relevant in my day-to-day dealings.

Favorite quote:

“Never give in, never give in, never, never, never, never—in nothing, great or small, large or petty—never give in except to convictions of honour and good sense.” – Winston Churchill

What led you to your current profession?

My desire to do deals and to be in a field that keeps things interesting with no two days being the same.

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