



## **2021 Ones to Watch: Brian Earley, Metropolis Group Inc.**

September 21, 2021 - Spotlights



Name: Brian Earley

Title: Client Account Executive

Company Name: Metropolis Group Inc.

Real estate associations or organizations that you are currently a member of: IREON, New York Building Congress

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

Any time a milestone on a project is met, it's an accomplishment. A milestone delivered earlier than expected is even more of an accomplishment in my opinion. Our recent delivery of not one, but two initial TCO's for two brand new buildings in the Bronx, ahead of schedule, was not only a great accomplishment for me, but also for the team alongside me who helped deliver.

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

Every conflict and obstacle provides the opportunity for a teachable moment. It's inevitable that projects will have their hiccups, but what is most important is the takeaway. How we learn from the mistakes, how we react as a team, and a firm to learn and improve, that's the key.

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

My dad's work ethic has been something I've admired since a young age, and wanting to emulate that has helped me tremendously in my career. Success rarely comes without hard work and learning that early on has shaped me to become the type of driven person I am today.

How do you contribute to your community or your profession?

Giving back to the community is the ultimate gift. My wife and I are fortunate to be able to help our community through charitable work both locally in New Jersey, as well as joining efforts with Metropolis to contribute to organizations that we are affiliated with such as Tunnels to Towers and the Madison Square Boys & Girls club.

What did you want to be when you grew up?

As is every young hockey player's dream, I wanted to play in the NHL. Although that dream didn't transpire, having the opportunity to play hockey through the college level instilled many of my core values such as leadership, teamwork, time management and discipline. I am a big advocate for getting kids involved in sports at a young age so they too can develop such an important foundation.

What led you to your current profession?

Metropolis Group has been a family-run business for over 30 years. I am fortunate enough to work alongside my father-in-law, CEO Frank Fortino, and brother-in-law Gregory, as we continue to expand the Metropolis footprint not only throughout New York City, but on a national platform as well.

Top three things on your bucket list:

1. Attend a BCS National Championship Game (Baylor playing would be icing on the cake)
2. Travel to Europe.
3. Attend a Sunday at The Masters in Augusta

Favorite quote:

“You miss 100% of the shots you don’t take.” –Wayne Gretzky

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