



2021 Ones to Watch: Casey Musiker, Dansker Capital Group

September 21, 2021 - Spotlights

Name: Casey Musiker

Title: Commercial Mortgage Broker

Company Name: Dansker Capital Group

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

My first day of work as a mortgage broker was February 3rd, 2020. After a few weeks of training and then getting started making cold calls, I landed my first meeting with a prospective client on Thursday, March 12th, 2020. That meeting was the last meeting taken by anyone in our company before we entered lockdown—the office shut down that afternoon. I've done some deals that I'm proud of, but given the environment in which I started a notoriously challenging job, I'm most proud to have survived, thrived, and built a business in the face of adversity. I am grateful for my clients who have entrusted me with their business in these tumultuous times and the incredible team at DCG that supported me the whole way through.

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

Our team collaborates to work through conflicts and obstacles. Brokerage is a business of ups and downs and riding that rollercoaster with a group of people that is mutually invested in success allows all of us to motivate each other as we alternate riding through the highs and lows of salesmanship.

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

Andrew Dansker is my mentor, and I am unbelievably grateful for his guidance. He has invested an incredible amount of time into my success. Not only has he taught me the ins and outs of our business, but he has helped me tremendously in my life outside of our profession. Just as critically, all the DCG team members brought me under their wings from my very first day and made me feel a part of the team.

How do you contribute to your community or your profession?

Integrity is more than a buzzword in our company and bringing integrity to what I do, I believe, elevates the profession. There are many ways to cut corners, but by not doing so I think that I contribute to the reputation of our company and the profession as a whole every time that I choose to do the right thing, even if there is an easier alternative.

What did you want to be when you grew up?

I wanted to own a sleep away camp. My family has been in the summer program industry for over 50 years, and I loved my time at sleep away camp. There is something quite unique about the traditions, camaraderie, and lasting friendships that camp provides. My grandparents used to own a summer camp in the Adirondacks back in the 60s and oddly enough, my wife's parents met at their sleep away camp.

What led you to your current profession?

Life. That probably sounds very cliché, but it took some trials and tribulations to get me to where I am today, both professionally and personally. With the loving support of my wife, family, friends, and colleagues, I've been able to build a business that I feel proud of. I've learned that doing the next, right thing is the most important aspect of our business and life in general. This philosophy allows me to surround myself with the people and clientele I am honored to work with.

Top three things on your bucket list:

1. Safari in Africa
2. Playing a round of golf at St. Andrews with my father (and beating him!)
3. Attending a World Cup Final

Favorite quote:

"Adversity truly introduces us to ourselves."- Bill Wilson

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