



## **2021 Ones to Watch: Jesse Iadanza, Esq., Prime X Settlement Services, LLC**

September 21, 2021 - Spotlights

Name: Jesse Iadanza, Esq.

Title: Chief Underwriter & Operations Manager

Company Name: Prime X Settlement Services, LLC

Real estate associations or organizations that you are currently a member of: NYS Bar Association, Florida Bar Association

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

The important part of keeping everyone motivated is being able to find the common interests among team members. As each team member comes to the table with different experiences and attributes it can be easy to focus on the opposing viewpoints. I try to utilize all team member's unique perspective to highlight multiple ways to achieving a common goal and synthesizing a collaborative approach to meet the client's or our organizations needs at that time. Reminding everyone of the common goal keeps us all moving forward.

What led you to your current profession?

I had always wanted to be in the real estate industry and in the corporate setting. When I graduated law school and moved back to New York I was lucky to find a role as a clearance officer/underwriter-in-training with a new title agency. As I learned what the title industry was and the critical component it plays in real estate transactions, I became much more engaged in the real estate world. After nearly eight years in the industry, now having an opportunity to lead Prime X Settlement Services LLC, a relatively young but powerful title agency, as operations manager and chief underwriter, I am able to enjoy the challenges of both the business side of the industry and also the hands-on aspect of closing real estate transactions.

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