



**Michael Zeldes, HUB International Northeast**

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Name: Michael Zeldes

Title: Senior Vice President

Company Name: HUB International Northeast

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

In 2021, we were named broker of record on more large NYC real estate accounts than ever before. What makes me particularly proud of these transactions is that the buyers understood that in a tumultuous insurance market they needed to choose insurance professionals they could count on for no-nonsense answers to their questions, transparency, and clarity with regard to the coverage and premium and senior management accountability. At HUB, no one person is able to make that argument alone. Our incredibly talented real estate and construction servicing teams, consisting of underwriting, risk management, claims, account servicing and marketing experts, all play a huge role in our successes. I am beyond grateful to be working with such amazing people.

Favorite quote:

My favorite quote is "Luck is the residue of design." You tend to get "lucky" if you work hard, surround yourself with bright, capable people and generally put yourself in position to learn of new opportunities.

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