



**Ones to Watch Fall 2022: Michelle Stieglitz, Certilman Balin
Adler & Hyman, LLP**

November 22, 2022 - Spotlights



Michelle Stieglitz
Partner in Real Estate Group

What 3 skills do you consider the most important to be successful in your industry?

Professional success does not come easy and is the result of hard work, focus, drive, and determination. Three skills which have played a significant role in my professional success are my attention to detail, ability to take constructive criticism from my peers to improve both my work product and negotiation technique, and ability to truly listen to all parties involved in a transaction to uncover what is important to each party in a transaction. In real estate transactions, all parties have a common goal – but it is essential to uncover what is of significant importance to each party in order to get the deal across the finish line.

What do you enjoy doing when you are not working?

When away from the office, I enjoy spending quality time with my family. As the mother of two young children, I find it of particular importance to play an active role in my children's lives and to teach my children, particularly my daughter, that you can be both professionally successful and personally fulfilled. Hard work, drive, dedication, and the ability to multi-task can truly help you conquer it all.