



Ones to Watch Fall 2022: Brian Gladstone, Meridian Capital Group

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Brian Gladstone
Vice President

Meridian Capital Group

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

The transaction I am most proud of was the \$211 million sale of One Union Sq, South in Manhattan. We completed this transaction in the heart of the pandemic while the city was experiencing record-high vacancy and low investor confidence.

Tell us about a mentor or role model that has influenced your career choices?

I consider myself a perpetual student of the world around me and try to constantly learn from my peers, superiors, and industry leaders.

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

1. Creativity. Each deal is a combination of unique, moving parts.
2. Persistence, never forget to follow up.
3. Be a good listener. Everyone has a motivation, make sure you hear it.

What is one lesson that you had to learn the hard way?

Put everything in writing.

What do you enjoy doing when you are not working?

Cooking, Skiing and Running.

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