



2023 Ones to Watch Industry Leaders: Michael Rosenberg, Chaves Perlowitz Luftig

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Michael Rosenberg
Partner

Number of years in CURRENT position: 1.5

3 skills that you use every day in your position: Expert negotiating skills, client relationship management and legal analysis and strategy

Best book, podcast, or app for aspiring leaders: Drive: The Surprising Truth About What Motivates Us” by Daniel H. Pink: This book explores the science of human motivation, providing insights that leaders can use to inspire their teams.

Best advice for new leaders in 10 words or less: “Cultivate trust, negotiate wisely, harness the power of details.”

What recent project, transaction or accomplishment are you most proud of? Representing a financial institution in originating a nearly \$100 million mortgage loan for a massive condominium project, which included residual construction issues and a large mezzanine component. The deal involved sophisticated borrowers and legal teams as well as a global mezzanine institution. Despite the complexity and scale, I navigated the intricate components with precision. This project demonstrates the successful negotiation and financial structuring capabilities, showcasing my adept handling of large-scale, high-stakes transactions within tight timeframes.

What makes this nominee an Industry Leader? “Michael Rosenberg’s prowess in commercial lending, honed over 18 years, is unparalleled. An expert negotiator and team leader, he deftly navigates complex transactions, mitigates risk, and builds enduring client relationships. His multistate legal expertise broadens our reach, reinforcing his status as an exceptional industry leader propelling our firm’s growth.” - Alan Perlowitz, Managing Partner at Chaves Perlowitz Luftig.

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