



## **2024 Ones to Watch Industry Leaders: Andrew Borek, Alan Margolin & Associates**

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Andrew Borek  
Managing Partner

“Andrew provides a clear vision, and guidance for every team member toward shared objectives, and fosters unity and purpose. Andrew’s empathetic approach acknowledges individual needs, cultivating a supportive environment where every voice is heard and valued, embracing a sense of belonging and trust.” - Yale Stogel, Senior VP Business Development at Alan Margolin & Associates.

In the last 12 months what was one of the biggest challenges you faced as a leader and how did you overcome it? The field is evolving at an unprecedented pace, influenced by new factors that demand swift adaptation. Our success stems from relentless communication and the continuous enhancement of our team’s skills through education and training. We are always exploring, developing, and launching new services as we venture into new regions to broaden our reach. Our priority of providing excellence in our products and services has helped us navigate our new environment, and will guide us into the future.

Best advice for new leaders: Listen actively, communicate openly, lead by example, and prioritize empathy.