



Glenn Tolchin Treasurer Young Men's/Women's Real Estate Association

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Name: Glenn Tolchin

Title: New York Capital Markets Group

Company: Cushman & Wakefield

Location: World Headquarters, 51 West 52nd St., New York, NY 10019

Place of birth and year: New Rochelle, NY, 1975

Family: Unmarried, Father, Mother and two older brothers

College: Lehigh University, College of Business and Economics; Fordham University, Masters in Business Administration

First job unrelated to your current field: Account executive to Guinness Import Co. of Brands

First Job in current field: Altman Burack Schenker Partners-landlord representation and property management

What do you do now and what are your plans for the future? I'm an investment sales broker responsible for the execution of N.Y.C. commercial real estate acquisitions and dispositions. Correspond with prospective investors, conduct property tours, coordinate due diligence materials, generate cash flow models and analyze capital structures, develop new business opportunities. Future plans include the investment in real estate properties as an owner and operator.

Keys to success: Concentrate on what you do best.

Person(s) you most admire (outside of family): Muhammad Ali

If you had to choose a different profession, what would it be? Inventor / Innovator

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