

19
89 OVER
TWENTY
FIVE
YEARS
Dec. 20, 2016-
Jan. 9, 2017

nyrej

USA \$3.95

THE LARGEST COMMERCIAL/INVESTMENT REAL ESTATE NEWSPAPER IN THE STATE

H2M and DASNY break ground on \$5.5 million women's facility

DB COVER D



Buffalo and Fort Erie Authority achieve LEED Silver certification

NY COVER A



Mayzlin of KDA sells Staten Island industrial complex-\$13 million

NYC COVER C



Executive of the Month
NY PAGE 11A



Question and answer session with Steven Levy, principal of Kamber Management Co.

Organization of the Month
NY PAGE 13A



CHIP: Community Housing Improvement Program represents rights of residential real estate owners

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This Week's Sections

Front Section
New York City
featuring Finance & Retail
Design Build

Columnist
C. Jaye Berger

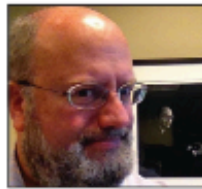


How will you be supercharging your productivity in 2017?



Bertrand de Soultrait
Bertwood Realty

Building upon our success in bringing European brands to the US and our new partnership in London, we are excited about the opening of our Paris office, 7 rue Pasquier, Paris, 8^e district in January. The move is part of our efforts to provide international commercial real estate services for European brands coming to New York and US brands interested in Europe. Our Paris office will be well equipped to represent US retailers in the French retail market with experienced French-based brokers fluent in English.



David Perimutter
Perimutter Properties Inc.
and QuantumListing

With QuantumListing, I recently started using Salesforce.com and some of the ancillary products to help with marketing automation. I'm still on a steep learning curve, but am excited about its potential. I am confident that what I've been learning will have an impact on Perimutter Properties Inc. over the coming year.



Steven Soutendijk
Cushman & Wakefield

Cushman & Wakefield continues to adopt new technologies to make us more productive for the firm and for our clients. Whether it's an electronic, cloud-based agency reporting system like VTS/Hightower, or a sales-based CRM like Salesforce, the way we as brokers use technology both in our office and on our mobile devices will determine our productivity for 2017 and the years going forward.



Bill McGuire
Concrete Washout Systems

Continued to add more equipment and staff. We've had steady growth over the past 11 years serving the NYC metro area. We started with a few containers and need more every year - don't see that changing.



Wayne Cook
Windels Marx Lane & Mittendorf, LLP

For the upcoming new year, I will be engaging in more speaking opportunities, taking part in panels on real estate and hospitality investment. I will also be performing some more media outreach, to share my expertise on the market and its happenings. This of course will be combined with our continual efforts of attaining new clients.



Theresa Garelli
Commonwealth Land Title Insurance Co.

I intend to utilize the full resources of CREW NY and the CREW Network to capitalize on the important relationships developed and find avenues to increase business referrals.



Jessica Richer
RealtyUSA

I am currently reading "Ninja Selling" by Larry Kendall. I plan to incorporate the Ninja based sales system into my business. I expect that it will supercharge my productivity, enhance my relationships with clients and help me to achieve greater balance in my work/personal life.



Barbara Champoux
Champoux Law Group PLLC

Shedding commitments with no reasonable ROI; expanding my network of relationships to include people with fresh ideas, differing perspectives and diverse cultural experiences and careers; carving out time for outside interests and passions; and getting more sleep and exercise.



Julia Davis
RIOT PR, LLC

Riot PR will supercharge its productivity by providing weekly and monthly updates to clients; by teaching clients to repurpose materials used for one promotion for additional media; and by standing by our policy that people do their best work when their personal life schedules are considered when setting work hours and workload.



Michael Lefkowitz
Rosenberg & Estis, P.C.

Continuing to be value added to my client by not only representing them in the traditional role as attorney, but also introducing them to opportunities in the NYC market.



Michael Zere
Zere Real Estate Services

Close long-term relationships with landlords that trust our expertise and loyalty have been a trademark in our commercial real estate business. Our word and our handshake are our bond. We always keep our ears close to the ground on properties that are ready to change hands and accommodate our clientele with respect, discretion and prompt service.



Thomas Grach
Queens Chamber of Commerce

New website, e-commerce platform, client engagement tools as well as staff development are all areas that enhance productivity and future growth.



Lee Wasserman
LEW Corp.

HUD has made and is going to be making some additional changes to their existing regulations as well as their compliance programs. We expect this to create opportunities.



Todd McInnis
Community Commercial R.E.

Investing in more technology: two new priority databases for property values and owner information.



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