

2019 Ones to Watch



Raymond Castronovo
Associate
Forchelli Deegan Terrana LLP

What do you consider to be your greatest success in the past 12 months?

One of my greatest successes in the past 12 months is recovering nearly \$1 million in assets located in a foreign jurisdiction in connection with a New York judgment. The judgment debtor was a foreign corporation that had formed many subsidiary and related entities to disguise its assets, which included real property, construction equipment and accounts (all of which were located outside of New York). Through creative collection efforts, which were vigorously contested by the judgment debtor, I obtained nearly 95% of the judgment amount for the client.

What advice can you offer to someone who is just getting started in your industry?

The advice that I would offer to someone getting started as a new attorney in construction and real estate law is to take notice of the successful seasoned attorneys and practitioners you interact with or come across in your practice (whether colleagues, adversaries or in publications). Read the briefs and papers they write and pay attention to how they conduct themselves, and try to emulate their practices that you feel make them stand out in the industry.



Jay Hellman
Partner
Forchelli Deegan Terrana LLP

What do you consider to be your greatest success in the past 12 months?

Changing law firms after nearly 17 years, at the age of 52. Getting out of my comfort zone and starting over was a bit scary, but I am so fortunate to now be a partner at Forchelli Deegan Terrana LLP. The firm has been so welcoming and supportive, and the firm culture is second to none. Equally as important, the lawyers here are incredibly skilled and dedicated. With more than 60 lawyers and nearly 20 different practice areas, I have been able to generate business with relative ease.

What was your favorite thing to do when you were a kid?

I spent my youth playing ice hockey. It was an incredible experience. My travel team won the state championships when I was 15-16, and we participated in the national tournament. Being part of a team (which, by the way, is not limited to athletics) is something that imparts valuable life-lessons, as well: How to win with grace and lose with dignity; how to rely on others and to be reliable; how to be unselfish; and how the whole is greater than the sum of its parts (which, coincidentally, is one of the philosophical convictions of this firm).



Matthew Peters
Investment Sales Senior Associate
Marcus & Millichap

What advice can you offer to someone who is just getting started in your industry?

The most important piece of advice that I can offer someone entering the world of real estate is to learn how to handle rejection. This industry is solely a numbers game, and hearing the word "no" is far more likely than hearing the word "yes." Anyone entering this career path needs to focus on their goals, keep their head down, and not put so much pressure on themselves due to rejection.

How have your life experiences impacted who you are professionally?

The greatest experience that has impacted me professionally is being an athlete. I won a Wrestling State Championship and had the opportunity to compete at the Division 1 level under a top 10 program. This experience has given me the competitive nature needed for this profession and taught me how to give my absolute all in everything I do, set goals, be extremely disciplined and overcome adversity. Through it all, I have learned that nothing comes easy, especially success, but if you work hard toward your goals, you will eventually achieve what you strive for.



Michael Tuccillo
Senior Associate
Marcus & Millichap

What do you consider to be your greatest success in the past 12 months?

My hard work is beginning to take shape. My team has doubled in size, our market share and transaction volume are both growing exponentially, and we're in a better position than ever to service our clients.

Who are some leaders that you admire and why?

I've always admired quiet leaders who keep their head down, grind, and lead by example. As a sports fan, one leader that comes to mind is Derek Jeter, someone who worked hard day in and day out over a storied career until he came to define and embody our city.

What advice can you offer to someone who is just getting started in your industry?

"Persistence breaks resistance!"

How have your life experiences impacted who you are professionally?

Nothing was ever handed to me. From a young age I came to realize the value of a hard day's work and that lesson hasn't been lost on me in my commercial real estate career.



CONGRATULATIONS! NYREJ's Ones to Watch List

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Daniel M. Bernstein is the firm's go-to expert for all matters involving property tax incentives and affordable housing. Owners, real estate developers and lenders rely on him for program updates and comprehensive legal analyses about these programs.

Mr. Bernstein is co-chair of the Housing and Urban Development Committee of the Bar Association of the City of New York, and he is a member of the Real Property Tax Review Bar Association and the New York State Association for Affordable Housing.



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