



## 2021 Women in CRE: Ellen Savino, Sahn Ward Braff Koblenz PLLC

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Name: Ellen Savino

Title: Partner

Company Name: Sahn Ward Braff Koblenz PLLC

***In the past year, what project, transaction or accomplishment are you most proud of?***

I successfully closed on a complex commercial real estate transaction which commenced in litigation among family members/partners that owned multiple commercial investment properties. After several years of litigation, the matter was settled and closed in a series of transactions, some of which involved sales to unrelated third parties and others which involved the sale and transfer of membership interest to partners. The properties were sold as part of several 1031 exchanges, with some of the replacement properties being acquired located out of state. This transaction involved extensive consultations with my clients' accountant and financial advisors. It was made more challenging by the fact that the matters closed during the COVID lockdown resulting in both socially distant closing transactions with parties located in several conference rooms and some transactions closing in escrow.



***How do you contribute to your community or your profession?***

I am active in a number of professional and community related organizations. I was elected as a trustee of the Glen Cove Library Board, where I served for 20 years, also serving as president of the board. I am a former board member of Women Economic Developers of Long Island (WEDLI) where I chaired the membership committee and recruited new members to the organization. I am involved in the Mentorship Program at my alma mater, Hofstra Law, where I mentor law students. I also serve as a parent volunteer at my children's school assisting in fundraising events.

***How do you keep your team motivated despite conflicts and obstacles?***

I am very involved in mentoring young attorneys. I find it very important to allow each attorney to have an integral role in the matters that they handle, allowing them to make their own decisions with my input and guidance. I allow them to deal independently with the clients and opposing counsel on the transactions they are handling. This gives them a sense of independence and motivation to get the transaction closed.

***How do you advocate for your fellow women in real estate?***

I take a specific interest in mentoring young women attorneys. Women face many challenges professionally and personally while trying to advance in their career as well as raising a family. I am always available to offer assistance on legal matters as well as personal issues and to offer support as they face these challenges.

***What books or social media influencers would you recommend to other women?***

I find LinkedIn to be a very good way of sharing news and accomplishments both personally as well as those of my colleagues. It is also a fast and easy way to keep in touch with other professionals, stay informed of events, and keep abreast of the news and accomplishment of others without spending a lot of time each day.

***Why should women consider a career in commercial real estate and related services?***

The opportunities for women in commercial real estate and related services has expanded significantly over the last few decades. Women are getting jobs in construction and real estate development and management, which were historically male-dominated fields. Women enjoy dealing with and interacting with other women. I would encourage any woman who has an interest in these areas to pursue her goals as these opportunities are available.

***Tell us a thing or two about you that is NOT on your resume or LinkedIn profile?***

I am the proud mother of twin boys who are 17 years old. While I find my legal career very rewarding, the job of "mother" is my favorite and the most rewarding of all!