

2019 Ones to Watch: Daniel Berman



Daniel Berman
Partner – Real Estate
Kramer Levin

Who or what do you attribute to your success?

When I originally decided to go to law school and subsequently joined Kramer Levin to specialize in real estate, I wasn't looking at where I would be when I graduated or two years into the job. Instead, I tried

to picture my career in 20 years' time and determine if I'd be happy. I wasn't as much driven by money or prestige, but by the opportunity to grow at a company that matched my personality in a field that interested me. And I would not have stuck with it if my wife hadn't been so supportive - she's my rock.

Who are some leaders that you admire and why?

Just reading the news these days, I find myself admiring established "leaders" less and less. Along those lines, I am reading the book "Principles" by legendary financier Ray Dalio. Dalio focuses on the value of staking out contrarian positions and how we can use our mistakes, and those of others, as catalysts for both personal and professional growth. I think a willingness to question

actions and decisions, including our own, and seeing failures as learning opportunities in order to improve things going forward, are essential for individual success and the success of an organization.

What advice can you offer to someone who is interested in a career in your industry?

The New York City real estate world is full of big and (let's face it) sometimes difficult personalities but at the same time the community is also small and very interconnected. So I think it's important to seek out and develop solid relationships and burn as few bridges as possible. You also need to be addicted to the constant and unpredictable demands of deal-making and to being "in the know." It's like being in a cult but without the UFOs.