

ING/MORTGAGE SOURCE, PROPERTY MGMT: RESIDENTIAL, RETAIL, OFFICE, CONDO, CO-OP.

KROHN, MARGERY, VP, Mortgage Clearing House, A Div of the Seldin Organization Inc, 1510 Jericho Tpke, PO Box 1128, New Hyde Park NY 11040, 516-352-2121, 718-357-8400. FINANCING/MORTGAGE SOURCE.

KEUHL, ROBERTA, WJMC L.I. Realty Inc, 100 Crossways Park West, Woodbury NY 11797, 516-496-8700. BROKER: RETAIL, OFFICE, INDUSTRIAL. Projects: Leasing & Sales of Industrial Properties in Nassau & Suffolk.

LANE, PAT, Associate, Worth Real Estate Inc, 52 Wall St, Huntington, NY 11743, 516-423-4400. SALESMAN: RESIDENTIAL, RETAIL, OFFICE, INDUSTRIAL.

LAZAR, LOIS, President, LL&IL Publishing Inc, 1615 Northern Blvd, Manhasset, NY 11030, 516-365-3650. Publisher: THE REAL ESTATE NEWSLETTER, REAL ESTATE GUIDE, COMPUTER SOFTWARE WHO'S WHO, REAL ESTATE FINANCING WHO'S WHO, RESIDENTIAL BUILDERS & BROKERS WHO'S WHO, METRO NY RETAIL DIRECTORY, WOMEN IN REAL ESTATE, REHAB & CONVERSION WHO'S WHO, PROPERTY MANAGEMENT & BUYER'S GUIDE, REAL ESTATE ATTORNEYS & ACCOUNTANTS, CORPORATE REAL ESTATE WHO'S WHO. COMMERCIAL/INDUSTRIAL/RESIDENTIAL BROKER.

LEHRER, LINDELL, Homeowners Concept, Inc, 229 E. Roslyn St, Islip Terrace, NY 11752, 516-581-2020. BROKER, PROPERTY MANAGEMENT, RESIDENTIAL, CO-OP CONDOS, LAND. Assists homeowners in selling their own homes, a new concept in real estate.

LEONARD, RUTH, Pres, Ruth Leonard Agency Inc, 735 Pt Washington Blvd, Pt Washington NY 11050, 516-883-0227. BROKER: RESIDENTIAL, RETAIL, OFFICE, INDUSTRIAL.

LEVINE, BARBARA, Director of Marketing, Realco Management Inc, 107 Northern Blvd, Great Neck, NY 11021, 516-482-5141. OCI:

Second, I'm pleased that mutual respect — between my associates and me, and between our office and our clients — has become a watchword at our firm.

Next, I am proud that I've been able to reach my present career level without compromising either my femininity or my integrity. I hope this can be a model for the younger women in my office.

Our major goal now is expansion. We're actively working to develop new brokers, salespeople, and management professionals, which will allow us to expand our services. In the next year, I plan to capitalize on our initial personnel efforts and increase our share of the commercial market considerably.

Of course, no one's career proceeds in a vacuum, and I never hesitate to credit those whose own achievements help inspire me to greater accomplishments.

Among those people in business I admire most is Bruce Berger, my associate here and at the 342 Company. I respect his intelligence, sense of fairness, integrity, and total lack of sexism in the workplace.

In that list Lee Iacocca also would have to be prominent. His positive approach and willingness to take chances are characteristics I usually feel are worth emulating.

Not least, I admire Carol Nelson with whom I began my career at Sutton & Towne. She's a hard-working, smart broker who listens to her clients. It's paid off for her, and I still hold her up as a model for young women in my own office. □

Realco Group, Inc, Phillips Int'l/Realco Group. SHOPPING CENTER OWNER/DEVELOPER/MANAGEMENT.

LEWIS, GRACE, Pres, Lewis & Nickles Ltd, E Main Rd, Southold NY 11971, 516-765-3416. APPRAISER, BROKER: RESIDENTIAL, RETAIL, OFFICE, CO-OP, CONDO.

LIEBERMAN, ELAYNE, Pres, Lieberman Properties, 33 Bridle Path, Great Neck NY 11031, 516-466-5555. BUILDER/DEVELOPER: RESIDENTIAL, CO-OPS, CONDOS.

LION, HARRIET, Owner, Lion Realty, 10 Washington Ave, Plainview NY 11803, 516-433-5600. RESIDENTIAL BROKER.

LULOV, RENA, Partner, Ackerman & Lulov Real Estate, 35 North Station Plaza, Great Neck, NY 11021, 516-466-6350. COMMERCIAL/INDUSTRIAL/RESIDENTIAL BROKER (CONDOS & CO-OPS).

MACKIN, MARIE E, Pres, Town & Country Estates, 555 North Country Rd, St James NY 11780, 516-584-6811. BROKER, PROPERTY MGMT, REAL ESTATE ADVISOR/CONSULTANT: RESIDENTIAL, RETAIL, OFFICE, INDUSTRIAL.

MALLGRAF, PHYLLIS B, Mtg Off, North Fork Bank & Trust Co, 9025 Rte 25, Mattituck NY 11952, 516-298-5000. FINANCING/MORTGAGE SOURCE.

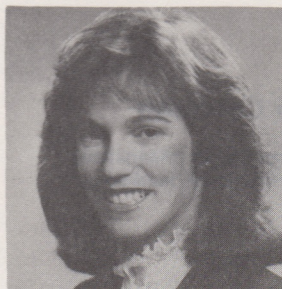
MANDEL, SALLY, Ptnr, Sally Mandel Real Estate, 475 E Montauk Hwy, West Islip NY 11795, 516-587-9400. BROKER: RESIDENTIAL, RETAIL, OFFICE, INDUSTRIAL, CO-OP, CONDO.

MANFRE, PATRICIA A, Sr Assoc, The Spector Group, 3111 New Hyde Park Rd, North Hills NY 11040, 516-365-4240. BUSINESS MANAGER FOR ARCHITECT FIRM.

MANKO, CHERYL, WJMC L.I. Realty, 100 Crossways Park West, Woodbury NY 11797, 516-496-8700. BROKER: RETAIL, OFFICE, INDUSTRIAL. Specializing in office leasing in Nassau & Suffolk Counties.

MANNING, BETSY, VP, Circa Real Estate, 816-A Rte 25A, Northport NY 11768, 516-757-7200. RESIDENTIAL BROKER.

MARSHALL, PATRICIA J, Principal, Powers & Marshall Assoc Inc, 190 Willis Ave, Mineola NY 11501, 516-248-5511. APPRAISER, ANALYST & CONSULTANT. C&O: AIREA, MAI.



Debrah Lee Charatan

President
Bach Realty (Manhattan)
Real estate brokerage

I think back 13 years ago when I was out working by myself in a windowless basement office. I think back to the innumerable people who told me repeatedly that what I was attempting to do not only never had been done, but was in fact impossible.

Thirteen years later my proudest achievement is not the \$20 million Puck Building sale (Manhattan office building), not the \$10 million Syracuse State Tower that we flipped and sold twice simultaneously, not even today's \$8 million shopping mall in Chicago, or tomorrow's sales in Long Island, New Jersey, and Binghamton.

My proudest achievement is Bach Realty itself. The fact that a 17-year-old girl could achieve her ultimate goal by single-handedly building what has become the most successful investment real estate company in New York is also the basis of my advice to other women.

In the immortal words of Theodore Herzl: "If you will it, it is no dream." With intelligence, perseverance and hard work any dream, even an impossible one, can be achieved.

FOX, JACQUIE, Pres, Lend-Mor Corp, 333 North Broadway, Jericho, NY 11753, 516-433-3100. FINANCING/MORTGAGE SOURCE, RESIDENTIAL & COMMERCIAL.

FRANK, LEA, Partner, Sterling Properties Inc, 11 Powerhouse Rd, Roslyn Heights NY 11577, 516-484-1800. RESIDENTIAL BROKER.

FULLYLOVE, HARRIET, Aim Realty & Development, 14 Hicks Lane, Great Neck NY 11023, 516-773-3100. CHAIN STORE WITH MANHATTAN OR SUBURBAN LOCATIONS, DEVELOPER, CONSTRUCTION MGMT, PROPERTY MGMT, LAND OWNER, SYNDICATOR: RETAIL, OFFICE. Projects: Shoppes at Bellerose, Bellerose NY; Commack Medical Bldg, Commack NY.

GALLO, GERTRUDE, Century 21-Fisher/Friendly Realty, 265 E Merrick Rd, Valley Stream NY 11580, 516-825-6511. BROKER: RESIDENTIAL, RETAIL, OFFICE. NASD Member of Securities.

GASPARRO, JOAN C, Pres, Terrace Hills Realty Inc, 6 Hicks Lane, Great Neck NY 11024, 516-829-8282, 718-225-7755. BROKER, PROPERTY MGMT: RESIDENTIAL, CO-OP, CONDO, SALES AGENT.

GEORGE, FRANCES W, VP, Reg Mgr, Brnch Mgr, Merrill Lynch Realty, 690 Rte 25A, Setauket NY 11733, 516-751-6000. RESIDENTIAL BROKER.

GERTLER, JANE FELSEN, Mktg Dir, The Spector Group, 3111 New Hyde Park Rd, North Hills NY 11040, 516-365-4240. MKTG, PUBLIC RELATIONS GRAPHIC & DESIGN FOR ARCHITECTS.

GIAMO, KATHLEEN, Dir of Sls & Mktg, Reckson Assoc, 225 Broadhollow Rd, Melville NY 11747, 516-694-6900. MARKETING, RENTALS & LEASING: INDUSTRIAL, OFFICE.

GOLDSOBER, ROZ, Mgr, Calico Real Estate Inc, 350 Commack Rd, Commack NY 11725, 516-462-6666. BROKER: RESIDENTIAL, RETAIL, OFFICE, INDUSTRIAL.

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HOLLER, JOAN, Mortgage Origination Officer, Richmond Hill Savings Bank, 170 Tulip Ave, Floral Park, NY 11001, 516-488-6900. FINANCING/MORTGAGE SOURCE.

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HUEGLIN, MARJORIE, Owner, Blaich House & Home Realty, 321 Plandome Rd, Manhasset NY 11030, 516-627-0120. RESIDENTIAL BROKER.

HUTTON, PATRICIA, AVP, American Title Insurance Co, 50 E Old Country Rd, Mineola NY 11501, 516-746-4800. TITLE COMPANY.

JACOB, LORRAINE, Ptnr, Century 21 Maridon Realty, 939 Hempstead Tpke, Franklin Square NY 11010, 516-488-6500. BROKER: RESIDENTIAL, RETAIL, OFFICE, INDUSTRIAL.

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KAMERER, PHOEBE J, Phoebe J Kameron Real Estate, 1009 Rte 25A, Stony Brook NY 11790, 516-941-3636. BROKER: RESIDENTIAL, RETAIL, OFFICE, INDUSTRIAL, LAND.

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KELLA, BEE, Drowned Meadow Agency, 1031 Main St, Port Jefferson NY 11776, 516-473-7654. BROKER, DEVELOPER/OWNER, FINANC-



Barbara Corcoran
President
The Corcoran Group (Manhattan)
Residential brokerage/marketing

I have long regarded the dynamic growth and development of The Corcoran Group into one of New York's most prestigious firms specializing in the sale of luxury co-ops and condominiums as one of my proudest achievements.

During the past year, however, the emergence of Corcoran Group Marketing as a major force in on-site residential sales has overshadowed that achievement. The reason is simple. Corcoran Group Marketing represented the single greatest challenge of my real estate career. It required gaining a foothold in one of the most intensely competitive, closely knit real estate fields in the country, a marketplace that appeared at the outset to be virtually impregnable.

We succeeded to carve a niche in this marketplace through sheer determination, commitment to professionalism, and a fresh innovative style that enabled us to generate sales where others had previously failed.

This very special talent was obvious right from the outset when, on our first on-site assignment, Corcoran Group Marketing turned a previous sales flop at The Enclave, 224 East 52nd Street, into a spectacular three-month sellout. That

remarkable performance quickly earned us a reputation among developers, large and small alike, and today — less than two years after we first entered the on-site arena — Corcoran Group Marketing is exclusive sales agent to a broad range of distinctive condominium developments located in every sector of the New York luxury marketplace.

My advice to those entering this field today would mirror the philosophy that I used at both Corcoran Group and Corcoran Group Marketing. Simply stated, know your market inside out, never assume anything, and don't be afraid to try something new and innovative if you believe strongly that it's the best approach for success. □



Jean Solomon
President
Solomon Equities (Manhattan)
Development

The past dozen years have seen many changes for women in real estate. This is especially true in commercial real estate, which is my specialty. When I started in this industry, I set forth with specific goals in mind, and I'm proud that I achieved most of them.

For starters, I'm now running a major brokerage firm. Although being at the head of a firm is rewarding in itself, I see it more as an opportunity to instill important professional values on a new generation of real estate professionals.