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David Glissman of MacDermid, Reynolds & Glissman is one of NE's top comm'l. RE lawyers

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David Glissman, co-founding partner of Hartford's MacDermid, Reynolds & Glissman, P.C., a top rated commercial real estate law boutique, ranks as one of New England's top commercial real estate lawyers, according to this year's just published Super Lawyer ratings. Initially joining with long time partners Bruce MacDermid and Peter Reynolds, the firm has grown since its inception in 1992 into a boutique commercial real estate firm handling multi-million dollar transactions throughout the country.

His early rising, six day a week work ethic, keeps his deals moving and his practice at the center of transactions all around the country. When asked if the pace was getting to him, he cheerfully replied "I have to admit, I love this stuff. There is hardly a day where something new doesn't get thrown at me, requiring some creative workable solution. I can work on a 3,500 s/f office lease, a multi-site, multi-million dollar purchase or sale, and any type of transaction in between; it just doesn't matter. I'm happy working on all of them. It keeps things fresh and the work interesting."

He describes the firm as a full service commercial real estate law firm with the depth to handle any size or type of real estate matter.

When asked about his success and that of his firm, Glissman's response was quick. "Our clients are all looking for the same thing. Good lawyers who can close deals while protecting the client's interests, at a reasonable price. They also want straight, easy to understand legal advice from someone who acts and feels like a member of their team. If that is the kind of lawyer you are, your practice grows."

Glissman went on to say, "My most successful move, however, was to surround myself with truly talented, experienced, bright and personable lawyers. My partner, Katherine Lambert, for example, is general counsel to Simon Konover and his national real estate development portfolio. It is hard to imagine a development deal, an ownership issue, a financing package, or a user group, that she has not encountered, negotiated and closed. Michael Stiebel was in-house at Chase Enterprises for years where he drafted and negotiated some of the most sophisticated leases around, handled hotel and shopping center deals, and became a first rate rooftop communications systems lawyer. Edward Shelton founded, owned and operated some very successful businesses before turning his energy to being a commercial real estate lawyer and brings a businessman's reality check to our deals. His years on the Rocky Hill ZBA gave him a real insight into the land use components of our practice and his quick wit helps to take the edge off of a stressful deal. Bob Firger, our Harvard and Brandeis educated brilliant thinker, handled the legal affairs for a \$500 million portfolio of properties before joining us and brought with him not only the expertise that comes from such an impressive position, but also the perspective of being a legal services consumer. He reminds us every day

about what our clients expect of us. Jeannie Roberts, a former litigator turned deal maker, brings an intensity and tenacity to the deals which bridge the gap when a deal needs a push. She also steps in as our closer with an unbelievable ability to get a deal's 1,000 moving pieces, all floating in the air, to land at the same place at the same time. My litigation partner Bruce MacDermid, with 30+ years of experience, handles our landlord-tenant matters, real estate contract disputes, title claims and brokerage disputes and brings immense depth to the table. Peter Reynolds, who leads the construction, surety and tax appeal litigation efforts, provides this impressive regimen of logic and unstoppable momentum to the litigation. Paul Orth, our senior and most seasoned litigator, well known in the litigation community as a tenacious no-nonsense guy, rounds the litigation team out and offers mediation services as well. I have found that our litigation team's collective strength and reputation makes it easier to solve problems when they arise because the opposition understands the depth of the other team. It is an outstanding group in all respects. Each of us has been doing this work a long time, and we function as a cohesive, tight team. I am very proud of it."

Glissman arrived on the Hartford scene in 1984 after obtaining his Associates Degree in Accounting, Bachelors Degree in Real Estate, Juris Doctor of Law and then a Masters of Law in Taxation. He and his wife traveled throughout New England most weekends as he finished his last law degree in Boston trying to decide where they wanted to live. In the end, with no ties to the area whatsoever, they selected Hartford.

"I love this place. I have this incredible real estate practice, and yet in a relatively short commute can drive over the mountain each night to a home surrounded by woods. Pretty great way to live, if you ask me." Glissman and his wife of 25 years raised four children in Simsbury where they still reside. As for his free time, what little there appears to be, Glissman spends a great deal of it writing and speaking on legal topics. His last seminar series for fellow attorneys on Commercial Real Estate Due Diligence, Negotiating and Drafting the Commercial Lease, Negotiating and Drafting Commercial Purchase and Sale Agreements was filled to capacity as Glissman delivers the information with humor and in a manner that reflects his passion for the business. Some of his older works such as his 1995 article Connecticut Mortgage Lien Law: A Practitioner's Primer are still used today by Connecticut attorneys as checklists and guides.

And beyond that, Glissman says, "I have this great wife and kids, comfortable worn backpack and boots, pool, pond and gardens, air miles waiting to be redeemed, motorcycle, church boards, Open-Hearth Men's Homeless Shelter board membership, ..." Clearly enjoying his life and a great career, Hartford's Super Lawyer David Glissman promises to be around for some time to come.

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