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## Ones to Watch 2019: Daniel Vasserman, Chase Multifamily Lending

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Daniel Vasserman  
Executive Director  
Chase Multifamily Lending

Year you entered your current field? 2013

Who or what do you attribute to your success? For me this question comes down to two components: my parents and my work ethic. Growing up, my parents always emphasized being kind to others, being respectful, and staying humble. My work ethic developed in high school, continued through college and now with my full time job. I set high standards for myself and when I commit to something, I give it my all. It also helps, when you love what you do!

What advice can you offer to someone who is interested in a career in your industry? If you're looking to get into real estate, you should have an interest in the built environment, which is essentially all the man-made surroundings where people live, work, and play. You also need to be good with numbers and have the ability to identify the risks associated with any deal. Lastly, know your market inside and out and build meaningful relationships with local players in the industry.

Who are some leaders that you admire and why? While I don't know him personally, ever since I have been interested in real estate (as long as I can remember!), I have always been inspired by the work of Barry Sternlicht, chairman & CEO of Starwood Capital Group. He prioritizes design & sustainability in most of his projects and has always pushed the industry forward with his ideas. Many credit him with pioneering the concept of the boutique hotel, when he launched the "W" brand of hotels. Also, I wouldn't be in the position I am today, without some of the great leaders I've had the chance to work with in the commercial real estate group within commercial banking at JPMorgan Chase.