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## **2021 Ones to Watch: Michael Weintraub, Principal, The Rosebrook Group LLC**

May 28, 2021 - Spotlights

Which project, deal, or transaction was the “game-changer” in the advancement of your career? I have one for each phase of my career. 1) The conversion of The Brook House, a mixed-use, 763-unit complex, from rentals to condominiums in 1984 (one of the largest conversions in New England at the time). I was a newly minted general manager. 2) The opening of the \$500 million Ritz Carlton Hotel & Towers in 2001, simultaneous with the 9/11 tragedy. I had only been on the job for three months. 3) My first project after starting The Rosebrook Group in 2009 and becoming an approved HUD Developer through the Neighborhood Stabilization Program: a 12-unit affordable housing project.

How do you contribute to your community or your profession? I founded and was the first president of the Association of Residential Security Directors, a nonprofit still active over 30 years later. I was president of IREM in 1996, and continue to facilitate ethics courses for IREM. In the community, I recently served as VP for Brookline’s CDC. Over the last 25 years, I have served in a variety of roles at my Brookline Synagogue, including as president, and at Northeastern University’s College of Criminal Justice. Recently, I became a certified ChiRunning and Walking Instructor. I am blessed to provide coaching and donate my time to organizations in need.

What led you to your current profession? I earned undergraduate and graduate degrees in criminal justice. One of my first major jobs was as security director at The Brook House. In that position, I had the opportunity to learn about all aspects of property management. When the building was converted to condominiums several years later, I was asked to serve as General Manager. I took the position without any formal real estate background, other than on-the-job training as security director. From there, I became active in IREM & CAI and ultimately earned my CPM and became president of the Boston chapter.

What advice can you offer to someone who is interested in a career in your industry? Many years ago, I went through some executive level training. In one exercise, we had to condense who we were into three words. Mine were Candor, Communication and Care. Candor to me is integrity, truthfulness, trust. Communication is transparency and listening, whether through verbal, written, and/or electronic communication. Care is compassion, sympathy, empathy, and really caring about what you do, why you do it, and how you do it – caring about your mission, the people you work with and those you serve. My advice is to find out who you really are and be true to yourself and others.

