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## **Executive Profile: Lattanzi, managing partner at Semper Partners R.E.**

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Victor Lattanzi

I had just graduated from Harvard. Don Chiofaro put his arm around me and said, “Orazio, you have the personality to do well in real estate.” Shortly thereafter, I was able to get an interview with the Coldwell Banker office in downtown Boston (when it was owned by Sears Roebuck) and before you know it, I was on the street cold calling office building tenants in downtown.

Our marketing approach was a plat map of the entire Boston financial district and I memorized the rents of all the buildings, which I shared with the prospective clients who had an interest in speaking with me.

Needless to say, the Resolution Trust came to Boston in the early 1990s and closed banks and foreclosed on commercial mortgages everywhere.

Though a Watertown boy, born and bred; I moved to Dallas, Texas and plunged into a world of investment banking, real estate and oil wells. I consider that experience my MBA.

Insiders know, that passing a FINRA Series 79 examination is like passing “The Bar.”

A five-hour examination that encompasses securities law, ethics, regulation and dozens of calculations such as investment IRR’s made with only a pocket calculator; was tougher than any Harvard exam I’d ever taken.

Today, the New England real estate world has undergone and continues to undergo an incredible expansion in the last decade.

[www.semperpartnersre.com](http://www.semperpartnersre.com) was set up to help today’s small to mid-sized real estate developer with the crucial steps of finance relationships needed to build his/her projects. Developers really need to concentrate on all the other details of their projects.

We'll create the memorandums, find the equity, advise on debt and negotiate the terms.

Outsource to us or we'll work on a deal by deal basis.

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