



# nerej

## **2022 Ones to Watch: Sean Joseph, Senior Financial Analyst at Samuels & Associates**

June 10, 2022 - Spotlights



What recent project, transaction or accomplishment are you most proud of? One of Samuels & Associates' longstanding values is to be true partners with our local tenants. We are more than a

developer or landlord; we are invested in the health of the neighborhood and our tenants. Throughout the COVID-19 pandemic, I worked with 35+ of our retailers, including 15+ local retailers, to tailor COVID-19 support based on their financial needs, focusing on how S&A could be the best partner possible. In some cases, this offered tenants interim reductions or abatements from their contractual rent obligations and helped promote their financial health as they navigated through this unprecedented time. We are proud today that the overwhelming majority of our retailers are still open for business, applaud their resolve, and are grateful for their unwavering partnership.

What does it take to succeed in your specific industry? I have found my ability to be flexible and creative has brought the most success, whether on big projects or small updates. Budgets, assumptions, designs, schedules, deal terms, etc. are always changing as new information is received. Being able to digest those changes in real time and provide a creative solution that will help mitigate potential problems and keep the team on track towards the greater goal is critical in a fast paced industry.

What are the top 3 items on your bucket list?

See the Patriots win the Super Bowl in person  
Travel to Italy for endless pasta and tour the Coliseum  
Attend the Masters on a Sunday

What are you doing when you aren't working? I try to be as active as I can, whether its golfing, running with my dog or snowboarding. I also enjoy exploring the city for new restaurants.