

YM/WREA Professional Profiles



Lindsay Ornstein
Chairman
Young Men's/Women's Real Estate
Association

Name: Lindsay Ornstein

Title: Partner

Company: Transwestern

Location: 600 Lexington Avenue, 10th Floor, New York, NY

Birthplace: New York, NY

Education: University of Pennsylvania

First job: Nike Communications (public relations)

First job in real estate or allied field: Staubach, director of marketing

What do you do now and what are you planning for the future? I am a transactional broker and partner in the NY office where I lead the branding practice for Transwestern Consulting Group. I plan to keep on advising tenants and owners on how to express their brand and identity in their real estate, and continue to help grow the NY office of Transwestern.

How do you unwind from a busy day? I love to take long walks and explore new neighborhoods and areas.

Favorite book or author: "The Count of Monte Cristo," favorite author is Jeffrey Archer

Favorite movie: Overboard (1987)

Last song/album that you purchased/downloaded? "Sabotage" by Beastie Boys, I was feeling nostalgic!

One word to describe your work environment: Collaborative

Rules to live by in business: Over-communicate, do the right thing 100 out of 100 times, and be mindful of work life integration.

If you could invite one person to dinner (living or dead, but not related to you) who would it be and where would you go? Nora Ephron – witty, blunt and funny, dinner at the old Four Seasons restaurant to give her plenty of fodder for our conversation.

What is your DREAM job? (something other than your current job) Advertising



Camille McGratty
Vice Chairman
Young Men's/Women's Real Estate
Association

Name: Camille McGratty

Title: Vice President

Company: Silverstein Properties

Location: 7 World Trade Center, New York, NY

Birthplace: New York, NY but grew up in Dallas, TX

Education: BA from Holy Cross, double major: political science & psychology

First job outside of real estate: Worked summers during college at an art museum, Dallas Contemporary

First job in real estate or allied field: Tenant rep broker at Studley (now Savills Studley)

What do you do now and what are you planning for the future? I work in-house doing office leasing for all of Silverstein's buildings in Manhattan (8 million s/f)

How do you unwind from a busy day in real estate? Dinner with friends

Favorite book or author: "I'd Gladly Go Back" by my great-uncle, Arthur McGratty

Favorite movie: "Giant"

Last song you purchased/downloaded? Something country

One word to describe your work environment: Engaging

Rules to live by in business: Trust your gut

If you could invite one person to dinner (living or dead, but not related to you) who would it be and where would you go? Willie Nelson, the original Sonny Bryan's BBQ

What is your DREAM job? (something other than your current job) Director of an art museum



Darell Handler
Secretary
Young Men's/Women's Real Estate
Association

Name: Darell Handler

Title: Director

Company: Handler Real Estate Organization

Location: 561 Seventh Avenue, New York, NY

Birthplace: New York, NY

Education: BS/ Business Administration, University of Rhode Island

First job: Camp counselor

First job in real estate or allied field: Manual freight elevator operator

What do you do now and what are you planning for the future? I am a licensed real estate broker who focuses on tenant representation, and in addition, I am a part of the leasing team that oversees the portfolio of office buildings we own and manage. I am also involved in sourcing and analyzing our proprietary commercial and residential real estate investments. As for the future, I would like to take a more active role in growing our portfolio of investments.

How do you unwind from a busy day? Run along the Hudson River

Favorite book or author: "The Great Gatsby" by F. Scott Fitzgerald

Favorite movie: "The Usual Suspects"

Last song/album that you purchased/downloaded? "Free Bird" by Lynyrd Skynyrd

One word to describe your work environment: Entrepreneurial

Rules to live by in business: All progress takes place outside your comfort zone

If you could invite one person to dinner (living or dead, but not related to you) who would it be and where would you go? JFK, the old Four Seasons

What is your DREAM job? (something other than your current job) Redvelop/reposition boutique office buildings in major gateway cities throughout the U.S.



Craig Waggner
Treasurer
Young Men's/Women's Real Estate
Association

Name: Craig Waggner

Title: Director, Investment Sales

Company: Cushman & Wakefield

Location: Manhattan, NY

Birthplace: Secaucus, NJ

Education: BS, Finance, Rowan University

First job: Auditor with RGIS

First job in real estate or allied field: Investment sales at Massey Knakal Realty Services

What do you do now and what are you planning for the future? I'm a commercial real estate investment sales broker. I represent sellers in the disposition of their properties. I plan to get more listings and sell more properties.

How do you unwind from a busy day? Exercise, spend time outdoors, play with my 18-month old daughter, have an ice cold beer or glass of wine with my wife and habitually write my "to do" list for the next day which helps me feel productive and unwound before bed.

Favorite book or author: Dan Brown

Favorite movie: "My Cousin Vinny"

Last song/album that you purchased/downloaded? "My House" by Flo Rida

One word to describe your work environment: Collaborative

Rules to live by in business: Work hard, have a plan, prioritize, don't make excuses, and surround yourself with the right like-minded individuals that will help you succeed.

If you could invite one person to dinner (living or dead, but not related to you) who would it be and where would you go? Vince Lombardi, Angelo's on Mulberry St.

What is your DREAM job? (something other than your current job) Professional athlete. Golfer, NFL quarterback or shortstop for the Yankees.