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Real Estate Investing – Live from New York
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May 26th 2020: 31: Risk Game with Francis Greenburger

On this week's show I welcome industry titan, author and Chairman & CEO of Time Equities, Inc., Francis Greenburger. This incredible conversation goes into how Francis first started in the business, some of the most complex deals he was involved in, and how he dealt with taking big risks on projects throughout his career. At the end of the show, I also welcome back our broker panel consisting of Brandon Polakoff of Avison Young, David Schechtman of Meridian Capital Group and Marion Jones of Ackman-Ziff!

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Featured Guests



Francis Greenburger
Francis Greenburger is the Founder, Chairman and Chief Executive Officer of Time Equities Inc. Founded in 1966, Time Equities Inc. (TEI) has been in the real estate investment, development and asset & property management business for more than 50 years. He is also the Chairman of Sanford J. Greenburger Associates (SJGA), a literary agency founded by his father in 1932. He is the Founder and Chairman of the Omi International Arts Center, a 27-year-old not-for-profit sculpture park, arts colony and educational center which hosts residency programs for visual artists, writers, dancers, musicians, and architects from all over the world. Most recently, Mr. Greenburger founded the Greenburger

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Guest Image

Brandon Polakoff
Brandon Polakoff is a Senior Director on the Tri-State Investment Sales group of Avison Young's New York City office. Previously, Brandon was an Associate Director in the Investment Sales Group at Cushman & Wakefield in New York. He has been involved in sales with an aggregate value of over \$2.5 billion. In 2018, Brandon was named one of Commercial Observer's 30 Under 30 Top Leasing and Sales Professionals and was a recipient of Connect Media's Next Generation Award. In 2019, he was named one of New York Real Estate Journal's Ones to Watch and Real Estate Weekly's Rising Stars. Brandon earned a Bachelor of Arts degree in Economics from Trinity College and participated in the Business Br

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David Schechtman
Mr. Schechtman joined Meridian Investment Sales in April 2015 as a Senior Managing Director, overseeing a team of originators, analysts and other professionals. Mr. Schechtman is widely recognized as one of the most active and respected investment sales brokers in New York City, where he executes transactions throughout the City and across all asset classes, including multifamily, retail, office, industrial as well as land and conversions.

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Marion Jones
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