

Meet A Business Broker Member “Up Close and Personal”

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Vice President

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GABB Member: Broker Since 1992 | Business Broker: Since 1986

How long have you been with the company?

15 years

What role do you play within your company?

I head up the Business Brokerage Division.

What is the focus of your company, and how does it differentiate itself?

Commercial Restaurant Real Estate and Restaurant Business Brokerage. We are one of the oldest Restaurant Brokerage companies in Georgia that does site selection for National, Local and Regional restaurant chains in addition to representing Buyers and Sellers of business's i.e. restaurants, clubs, bars, caterers, commissary's, bakeries, sandwich shops, etc. In addition, we represent several retail chains in their search for locations. Finally, our organization does consulting and have been retained by law firms to do advising and or expert witness work.

What are your company's target markets?

Georgia and Metro Atlanta

What led you to this line of work?

My Family owned a supermarket, a 17-unit restaurant Chain, catering company and a resort on the Jersey Shore and Philadelphia, so let's say I was working very young. I grew to really love the Hospitality Business. When I sold my own restaurant, Commercial Restaurant Real Estate and Brokerage allowed me to stay within the restaurant business.

What experience did you have in doing transactions before you became a broker?

49 years of hands on experiences working in every facet of the business from front to back of the house including opening and or owning my own restaurants.

Have you always lived in Atlanta? If not, where else?

Prior to moving to Atlanta in 1992 I lived in New Jersey, New York City (Manhattan), Miami and Chicago. I was born in South Beach, Florida.

Professional Affiliations

Georgia Restaurant Association, Retail Brokers Network, International Council of Shopping Centers

Personal Affiliations

Graduate of FIU (Florida International University) Miami, Florida majoring in Hotel and Restaurant Management. Graduate of the Statler Hilton Hotel School at the State University Of New York - Sullivan majoring in Culinary Art. Additionally studied Restaurant Management at Oxford Polytechnic, Oxford, England.

All About You

My Wife Sheri is from Brooklyn and is a former NYC Fashion Designer and Filmmaker. Besides being an Artist, Sheri is a trained Hypnotherapist and is on a sabbatical from Acupuncture School. We have two Sons. Adam will attend Perimeter College this year majoring in Business and is a gifted Guitarist. Eric was this year's Duluth High School Football MVP and will be studying Pre-Med on a football scholarship at the University of West Georgia. My hobbies include photography, music, traveling, wine, gardening, biking, sports, hiking, cooking, concerts, collecting watches, music and sports memorabilia. I am a die hard Miami Dolphins fan "win or lose". Dig spy Novels and love movies. My favorite TV shows are 24, CSI/Miami and Top Chef. I have also done over 25 years of self development including work with Anthony Robbins, Sandler Sales Institute, Landmark Education and instructor Training with Global Relationship Centers. One of my biggest joys is attending a weekly bible study. This commitment and learning is what gives me the faith to carry on.

Accomplishments

Personally I am proud of my almost twenty five year marriage with Sheri and the two incredible young Men our kids are turning into. I am most proud that they treat everyone they meet with respect and always act with integrity and honesty. Professionally the biggest satisfaction I get in my profession is when I help a desperate Seller and his Family turnaround their misfortune. It drives me harder to succeed when I know someone is using their life savings to pay the rent. They put their trust in me to sell their business. It's also great when I help my Sellers make a profit on their investment. I really believe we have a generational effect too. I have learned that what we do now affects the future. A restaurant I put in business might be the place someone has their first date and fifty years from now they are celebrating their life together with their kids and grandchildren. It all stemmed from something I might have had a hand in and that is exciting to think about. I learned years ago who I am. I am not a Restaurant Broker or Business Broker but someone who helps others. After all isn't that really what we do day in a day out.