

NEWS

James Levine Featured in Law360 Dealmakers Q&A Series

James Levine was recently profiled in Law360's Dealmakers Q&A series. Mr. Levine talks with Law360 about his career and gives advice to aspiring dealmakers.

"Get out of the office and go to closings in person. One of the things I like about HUD loan closings is that they are frequently in-person closings at the HUD office in the state where the project is located. This 'face time' with deal participants has allowed me to get to know better all of the attorneys, bankers and HUD officials with whom I work, which leads to smoother closings on future deals and better chances for referral work. There is no substitute for getting to know folks in person. I try to convey this message on the importance of getting out of the office to our younger attorneys, who grew up communicating only in front of computer screens. Even if it costs more and takes time to go to closings in person, it is often well worth it."

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