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WCBA

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and WCBA's Got Talent!

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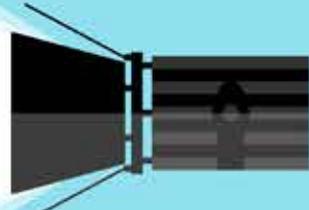
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MEMBER SPOTLIGHT



David Lachtman, Esq.



Tejash V. Sanchala, Esq.

In this feature, Tejash V. Sanchala interviews WCBA members about their experiences and insights.

Tejash is Co-chair of the Employment Law Committee, a former member of the WCBA Nominating Committee and a former WCBA Board Member.

Tejash can be reached at:
Tejash.Sanchala@gmail.com

Tejash: How long have you been a member of the WCBA?

David: I have been a member of the WCBA for five years. Our firm is proud to be an Annual Silver Sponsor and my partner Brian Cohen is on the WCBA's Executive Committee.

Tejash: What is your current job and practice area?

David: I am the Co-Managing Partner of Lachtman Cohen P.C. with my partner Brian Cohen. Our office is in downtown White Plains. I specialize in commercial real estate transactions with a focus on office and retail leasing, acquisitions, sales and financing. It is an interesting practice area with constantly emerging issues. My clients include prominent real estate owners, operators and developers throughout New York City, Westchester and the Hudson Valley, and other areas throughout the United States.

Tejash: What is one of your favorite legal success stories?

David: Approximately 15 years ago, I represented one of my largest clients in connection with the acquisition and financing of multiple office buildings in New York City's Diamond District. This was my first large scale transaction valued in excess of \$100 million, and it enabled me to advance my practice to a higher level. Since then, my clients have regularly entrusted me with acquisitions and sales of 8 and 9-figure deals.

Tejash: What do you splurge on?

David: I am an avid golfer and enjoy splurging on new equipment and apparel and playing challenging courses.

Tejash: What is the best hour of your day?

David: 7:00 a.m. The early-morning hours are always free of distraction and the most productive.

Tejash: What are some of your favorite vacations?

David: Over the years, I have been fortunate to take many great vacations. My favorites include Greece, Park City, Utah, and the Caribbean. Most recently, I enjoyed an amazing vacation with my family in Turks & Caicos.

Tejash: What are some of your favorite things to do in Westchester?

David: I love to play on Westchester's great golf courses. Additionally, my wife and I enjoy dining out and trying new restaurants throughout the county.

Tejash: What is the best advice you have ever received?

David: Early in my career, one of my oldest clients told me that to succeed as a commercial real estate attorney, I had to not only master the legal aspects of transactions, but I also had to develop a strong knowledge of

the real estate business and how legal transactions impact the bottom line. Clients really appreciate this approach, and it has been one of the keys to successfully developing my clientele.

Tejash: When is the last time you were outside of your comfort zone?

David: During a summer trip to Park City, Utah, I decided to go mountain biking with my cousin. It had been many years since I had ridden a bicycle, and I had never gone mountain biking; so, I was a bit nervous. I successfully completed the ride, but it came with many bumps, bruises, and cuts. Although it was fun and challenging, it is highly unlikely that I will do it again!

Tejash: What other groups or organizations do you actively participate in?

David: UJA-Westchester Business and Professional Division and the Business Council of Westchester.

Tejash: What is your favorite part of being involved with the WCBA?

David: Brian and I opened our White Plains office in 2018 after working in New York City for over 20 years, and thanks in large part to our involvement with the WCBA, we have enjoyed making new friends, establishing new business relationships, and reconnecting with law school classmates.

Tejash: What are your favorite movies?

David: *The Godfather*, *Hoosiers*, and *Shawshank Redemption*.

Tejash: What advice would you give to young lawyers?

David: In my opinion, young lawyers need to be patient. It takes many years to perfect your craft; so, it is advisable to listen, ask questions, and never make assumptions. Additionally, young lawyers need to understand the business and entrepreneurial aspects of law firms, which is entirely different than the practice but just as important.

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