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## Executive of the Month

HIS COMMITMENT AND DEDICATION ARE WHY HIS CLIENTS TRUST HIM

# Marshall Cohen of Cohen & Perfetto LLP is always ready for a challenge

## Marshall Cohen



Marshall Cohen is one of the three founding partners of Cohen & Perfetto LLP, a boutique, real estate law firm with clients nationwide. Cohen along with Louis Perfetto and Jennifer Padnick officially formed the midtown Manhattan firm in July of 2005. C&P, which is unique in its formation as a specialty law firm, puts great emphasis on the level of work done in the firm and the satisfaction of the client. Unlike the many mega firms of today, C&P prides itself on the ability to create a personalized atmosphere, reminiscent of smaller

law firms, while still being able to add value to every transaction, in the manner of a large firm.

Cohen has never been one to turn down a challenge, and the formation of the firm is a direct result of this. It was clear to Cohen, Perfetto and Padnick that in the midst of the "mega firm" movement that what was really needed was a place where clients could find partner level service all the time on every deal, where all aspects of a client's real estate business would be analyzed and where added value would be the ultimate goal.

It only takes one short conversation with Cohen to see that he embodies these principles. His commitment and dedication are why so many of his clients trust him with their real estate business decisions and transactions. Cohen is a force to reckon with in matters of real estate transaction and law, and so it is no surprise to find that he has successfully helped many of his clients find accomplishment in their real estate endeavors.

But sit down with him a little longer, and you will find that his ability and love for taking on real challenges is something that he carries in all facets of his life and has developed from a young age.



Cohen recently oversaw transactions concerning 1275 K St. in Washington D.C.

Cohen was born with a deformed and enlarged right leg and hip, and at the age of 64, after coping with this disability throughout his life, he was faced with a decision: spend the rest of his life confined to a wheelchair or amputate his leg and learn to walk again. Without surprise, Cohen, along with his orthopedist, decided that the latter of the two options would be the best decision for the deteriorating condition of his right leg. On September 11, 2003, he had his right leg amputated above the knee.

For Cohen, this was an easy decision. He knew that in order to really help his clients with their business he would need to be able to go to the sites in question and really get a feel for the projects. It is important to him as a partner of his firm that he is involved in every level of a transaction. Life in a wheelchair was simply not an option, and so he took the challenge and on October 13, 2003 he received a C-leg for field testing. With his new prosthetic he learned to walk again in typical Cohen fashion: 6 months ahead of schedule.

This is just one of the many examples of Cohen's zeal and drive in life. He is always ready to work hard in order to accomplish his goals; whether it be learning to walk again at the age of 64 or helping a client decide how to make certain

business decisions in a 125 million dollar transaction. No matter what the situation, Cohen always strives to make the smart choice, the choice that leads to the future and further success.

Cohen has a firm belief in making the most out of life and he does not stop at C&P. He is not only dedicated to the firm and its success, but he also serves on the boards of America and the Amputee Coalition of America and the Aston Magna Music Foundation in Great Barrington, Mass. His main goal with the ACA is to lobby for more equitable insurance coverage for prosthesis through state legislation for now, and eventually through federal pre-emptive legislation.

In 1961 Cohen graduated *summa cum laude* from Rutgers College and later received his Ph.D. in American History from Harvard. He has served on the history faculty at both Harvard and MIT. Additionally, he taught the Real Estate Transactions course at Columbia Law School for three years while in an active real estate practice.

After many years of teaching history, he began his legal career in the real estate department of Fried Frank, where he represented major foreign institutions, and eventually moved on to become a co-managing partner at his former law firm where he co-chaired the real estate

practice.

As a partner of C&P, he specializes in conveyancing, retail, office and ground leasing, and financing representing both foreign and domestic institutions in their acquisition programs, as well as individual investors and developers in their real estate transactions.

C&P's practice includes a full range of matters including conveyancing on behalf of purchasers, sellers, investors and developers; financing with institutional, public sector and private companies on behalf of lenders and borrowers; Industrial Development Agency transactions for banks and borrowers; government incentives for owner occupied and developer transactions; land acquisition and development, including zoning work such as variances, rezoning and special permits; office, retail and ground leasing; litigation; and all ancillary work in connection with the foregoing. To find more information on the firm please visit [www.cohenperpetto.com](http://www.cohenperpetto.com).

Currently Cohen resides in Manhattan with his wife of 12 years, Jean Keh. His most recent career jump was to that of Grandfather. On April 1, 2006 with the birth of Lila Estelle Cohen, he became a grandfather for the first time, and he could not be more excited about this new challenge.



In February, Cohen helped handle the consents, releases, indemnities, contracts and insurance agreements needed for Mountain in the City, the first ever live billboard in Times Square