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ESTATE OF MIND REAL ESTATE NEWS

Top Shelf

A sudden inspiration led one of Manhattan's most successful real estate brokers, Jacky Teplitzky, straight to the top. *by Rachel Bowie*

IF JACKY TEPLITZKY'S CAREER AS A REAL estate broker had to be summed up in just one word, it would be "ambition."

Born in Chile, Teplitzky emigrated with her family to Israel before settling in New York City. At the age of 29, she was already the managing director of an international tourism company and engaged to be married to the man of her dreams. By most standards, she had it all. But by Manhattan standards, she had one thing left to find: an affordable two-bedroom apartment to start a family in.

That was easier said than done, says Teplitzky. "We looked everywhere and worked with a lot of different brokers," she remembers. "My husband and I were clueless about what questions to ask. Most of the brokers we worked with were women doing their jobs part time. I said to myself, this is interesting—there's money to be made here. I think I could do this better than anybody else."

Teplitzky's instincts were right—today she's the leader of the top-ranked broker team at Prudential Douglas Elliman, and has sold more than \$500 million in Manhattan real estate. She helps both local and international buyers and sellers get exactly what they need, so that they walk away feeling confident about their investment. "My team follows a different concept than most," Teplitzky explains. "It is a corporation within a corporation. Everyone brings a different area of expertise to the table."

Teplitzky also believes that without hard work she wouldn't be where she is today. After leaving the tourism industry, she earned her real estate license and began cold-calling firms to try and land an interview. "I interviewed with one company that took one look at my résumé and said, 'Wow, this is very impressive, but exactly who do you know in



New York? You didn't go to school here. Who are you going to sell apartments to?"

Teplitzky was discouraged, but her entrepreneurial spirit wouldn't allow her to give up. She finally landed an interview—and a job—at MLBKaye International Realty, a company with a mentoring program for young brokers. In only 12 months' time, Teplitzky was named Rookie of the Year. "Suddenly, all the companies started calling me," she says with a laugh. She worked for a number of years for the Corcoran Group before moving over to Prudential Douglas Elliman in 2003.

Teplitzky cares most about the legacy she leaves behind. "This fall marks my seventh semester teaching brokers from other companies at NYU," she says. "If we really look at how business is done in the real estate industry, it's about collaborating with other brokers. My philosophy is that if we make this industry a better industry, we will all benefit."

ABOVE AND BEYOND

Teplitzky's Causes: The Pajama Program and the UJA Federation of NYC

Why She Cares: "I'm not the type of person who's just going to write a check. I have to be really passionate about the charity I'm involved with. My two biggest passions in life are children and Israel."

Her Thoughts on Giving Back: "I want children to be more involved. As part of middle school and high school, children often have to do community service. The problem is that they look at it as a chore. I don't believe that they are doing it from their heart, but because they have to have 20 hours of community service. We have to find a way to teach children that community service is extremely valuable and that, if you give back to the community, it makes you a better person."

photograph by John Lei