



October, 2019 Member Spotlight

By: Therese O'Brian, Herbert Lutz & Co., Inc.



Melissa Goldstein- Business Development CB Title Group LLC

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Melissa handles New Business Development for CB Title Group LLC where she specializes in high end residential and complex Commercial Real Estate transactions such as hotels, large multi-family and mixed- use projects. CB Title has strong and established relationships with all major underwriters enabling them to best serve clients various needs. With offices in NJ & NYC Attorneys and Paralegals are available to handle even the most complicated matters quickly, cleanly, and accurately. Melissa and her local team provide CLE and Networking events for attorneys & clients throughout NY and NJ

Melissa has been in the Title Insurance Industry since 2013 when she was approached by a long time friend to take over the local territory. She says she kind of “fell into the role by accident” but was immediately inspired by the companies’ commitment to quality service and a new opportunity to connect problem solvers with those who can benefit from specific expertise. She was previously a sales manager for a multi-line distributor in the professional beauty industry where she learned the value of building relationships by providing top-notch customer service.

Melissa has been a CREW-NJ member for 3 years and is on the Golf Committee. Whether she is involved in new business development, networking, or introducing clients, relationships are what matter most to Melissa. She believes that introductions are better than cold calls, and that is one of the things she loves about being a member of CREW-NJ. Her advice to new members is to get involved and learn as much as you can about other members and how you can help them in their business.

In her spare time, Melissa volunteers with Friendship Circle in Livingston which provides educational and recreational activities for children and young adults with special needs and New Life for Paws which helps stray dogs and cats abroad. She also enjoys knitting, yoga, spin classes, and spending time with family and friends. Melissa is married to her husband Steven for 28 years. They have twins Paige and Matthew who turn 20 next month and a dog Cody.

Melissa’s three business tips are:

1. Be persistently patient and patiently persistent.
2. Go for the "NO"
3. When you don't know the answer- ask questions and learn.