



CBIZ Gibraltar  
Real Estate Services, LLC

GET TO KNOW GIBRALTAR

# Leadership Spotlight:

## Do You Know Eric Galanti?



Eric Galanti has been an essential part of the CBIZ Gibraltar team since he joined in 2006. He develops and implements unique real estate solutions that address current space demands while exceeding the long-term business goals of his clientele.

As part of our *Get to Know Gibraltar* series, we sat down with Eric and asked him these questions:

### How do you want people to feel when they first walk into the office?

Office space says so much about a company; the culture, the people, and the mentality. It has the power to improve lives, drive business, build brands, support talent, increase productivity, and more.

Just like first impressions with people, first impressions with office spaces are vitally important in communicating who you are, what you stand for, what you do and how you get it done. The space should make guests feel invited and welcome and should make employees want to come to work every day and thrive in the environment that is created from the office space.

That's how I want people to feel when they first walk in the door, and everyday as long as they are in the space.

### What part of your working day makes you think "This is why I do this job"?

Your real estate partner should understand more than just square footage and leasing terms, they need to understand your vision and their role in making it real. Our approach to representing tenants involves a strategic and systematic process to deliver the best possible solution.

So, the best part of my day is at the end, when I can sit back and look at all the little tasks I did that day. They might be small items (i.e. responding to emails, talking to a client, working on a document, etc.) or large and important milestones, but the work – all the work – that ultimately contributes to a larger, long-term project being completed is what makes me feel accomplished.

The projects we work on can be stressful, for us and our clients, and they involve big decisions and important steps. When a client is appreciative of your support, working as trusted partners throughout a project, it is very rewarding – especially when the times comes to see the completed project, when they settle in a new or renovated office.



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### **What are some of your favorite buildings or office spaces in Chicago? Why?**

One of the first spaces I saw was a tiny sublease on the 98th floor of Sears Tower, now Willis Tower. I always remember being in awe of the views on a nice day. At the same time, some of my favorite spaces in any big city are those on the 2<sup>nd</sup> or 3<sup>rd</sup> floors overlooking a busy street. I love being able to look out the windows and see the hustle and bustle, and all the activity going on below.

### **What are the most memorable client projects you worked on to date? Why?**

Relationships matter. One of the first meetings I took when I started in this business was with someone who was not in need of our services at the time. But, they introduced Gibraltar to a colleague in their network that was starting a new company.

We supported them in finding a 20,000 square foot office space – and in only three years, helped them scale their business and outgrow the space, supporting their move to a 75,000 square foot workspace and new headquarters. It was amazing to be an integral part of their growth.

Twelve years later, when referring company that I first mentioned had a workplace need, Gibraltar was their first call and we were excited to support their business.

### **Why do you prefer to work in the physical office environment?**

The COVID-19 pandemic placed heavy restrictions and shelter-in-place orders that forced most companies to shift their work to function remotely. For me, it was an interesting change. I am a people person and like being around coworkers. While Zoom meetings are a great way to connect, it is nothing like connecting and communicating in-person. I am effective working from home, but being in an office environment invigorates me and the teams working around each other. In some ways, working in the office seems to make me want to work harder, and provides a certain energy that cannot be created with a remote office environment.

### **What do you like to do when you're not at work?**

My family loves spending time outdoors and doing things together. This includes my loving wife, beautiful 9-year-old daughter, and energetic 7-year-old son, as well as our 3-year-old Australian Labradoodle. When I'm not in the office, we try to travel as much as we can. I am also a passionate golfer, so we love family golf outings and enjoy watching the kids play sports. I enjoy lots of exercise too, but can't pass up a good meal either.

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**CBIZ Gibraltar is comprised of professionals from a variety of backgrounds, spanning a broad range of real estate expertise and experience. We share in a common focus of accountability, integrity and responsiveness.**

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