



© Liz Lajunesse Photography

CALABRESE LAW & SARATOGA ABSTRACT, LLC

Amy Calabrese & Melissa Murdock

Success Magazine: Amy, where did you go to law school?

Amy Calabrese: I attended Pace Law School in Westchester, New York my first year and transferred to Albany Law School my second year, which is where I graduated from.

SM: Why did you decide to remain in this region?

AC: I met a lot of great individuals and contacts in the field of law during my time at Albany Law. I knew the Capital Region had the resources I needed to pursue my career and I felt my skills could benefit people in the area.

SM: What specific area of law do you specialize in?

AC: The primary focus of our companies is on real estate law. Our practice offers services in residential and commercial real estate as well as title services.

SM: What inspires you most about your daily work?

AC: The ability to help others close on the home of their dreams and the satisfaction that comes with our clients' gratitude for our help in what can sometimes be a difficult process.

SM: What is the biggest challenge you have faced in the practice of law?

AC: The most difficult challenge I have faced was the decision to open my own practice. Leaving the security of a firm and learning how to balance my career and my personal life in a profession with long hours can be very challenging.

SM: Who has been your mentor or role model throughout your career?

AC: I have had a lot of professors and past employers that have influenced and encouraged me, but my biggest support has been from my parents. They taught me the value of hard work and have always supported my career. They made great sacrifices so I could pursue a legal career, and encouraged me to never give up on my goals.

SM: What personal characteristic most defines who you are?

AC: Ambitious. I am always looking for ways to improve my services so I can grow in my career and expand the business so my clients can have the satisfying experience they deserve from transactions with our company.

SM: What accomplishment are you most proud of to date and why?

AC: I would have to say the establishment of the law firm and title company. It is the apex of a lifelong dream.

SM: How has becoming an entrepreneur changed your lifestyle? What have you learned about yourself during this process?

AC: Being my own boss, so to speak, is both freeing and gratifying. There is a great sense of accomplishment in seeing the passion and commitment I have for my career come through my daily tasks. I have also learned how to manage time more efficiently.

SM: Why should a potential client choose Calabrese Law?

AC: We are large enough to provide full-service and small enough to be personal. We are very client-orientated and try to be readily available to answer any questions our clients may have. We also concentrate in real

estate services and have years of experience in that specialty.

SM: What principles and values are at the core of your practice? How will you strive to maintain these ideals as your practice grows?

AC: The principles are honesty, integrity, and a strong work ethic. We give our clients the fair representation they deserve. We also realize that while being there for our clients, we are also there because of them.

SM: Why did you choose real estate law specifically? Was this something you were always interested in, or did you react to a need in the marketplace?

AC: My first job out of law school was with a general practice firm that handled all different types of law. I found myself gravitating toward the real estate files that I was working with because of the interaction with people this field offers. As my files and client base grew, I realized that real estate was the area I wanted to concentrate in.

SM: Melissa, why did you choose a career in law?

Melissa Murdock: I knew it would provide me with diverse career options as well as a challenge. The law is intellectually stimulating as it is constantly changing.



SM: How has your past experience prepared you for success as an entrepreneur?

MM: Knowing my competition and everything about my field gave me the confidence to step out on my own. I had gone as far as I could go working for others. The future was in opening my own company.

SM: Where did you meet your partner Amy Calabrese?

MM: Amy and I met while working at another law firm. We quickly hit it off and realized that by combining our resources and contacts we had the potential of reaching financial security far sooner than if we were to continue working for another employer.

SM: What services do you offer?

MM: Title insurance, escrow and settlement services, and property research for residential and commercial properties throughout New York State.

SM: What can a client expect from their experience at Saratoga Abstract?

MM: Professional, courteous, and timely service. We are never out of reach and have a wide network of professional support staff that we can utilize as necessary.

SM: How do you ensure that you create a positive experience for each and every client?

MM: Saratoga Abstract was started out of personal passion for the industry. We truly love what we do and because of this, it shows

in our hard work, dedication, and patience for our clients.

SM: What has the experience of starting a business been like for you? What challenges have you faced?

MM: Success comes from possessing an attitude of openness and a willingness to work hard. Failure was not an option. Beyond the belief in our goals and personal self, many long, difficult hours have been spent securing our place in the community. While you cannot be everything to everybody, each of us has our own strengths and weaknesses. To be effective you need to identify your strengths and concentrate on them. The challenge then comes in finding reliable, capable assistance for those areas that may be lacking.

SM: How have you been able to achieve a sense of balance in your life as an entrepreneur? Juggling a schedule can be a difficult task.

MM: The key is scheduling. While scheduling has to be flexible enough to accommodate the client's needs, it also must provide our employees with quality family time. We believe in balance.

SM: What are your short-term goals for Saratoga Abstract? How do you plan to implement them?

MM: My short-term goals are to let the community know we are here and ready to work hard. We have been and will continue to be at community events, and to support those organizations that help our community flourish. Networking is key to a successful paradigm of growth.

SM: How do you think Saratoga Abstract will be affected by the influx of people and businesses coming into the area due to GlobalFoundries?

MM: The influx can only raise the visibility of our office. As more families and individuals migrate



© Craig Murphy

to our area, our services will be key in helping them make a smooth transition.

SM: How have you positioned yourself for success in the next five years?


MM: To succeed you must be willing to ask questions and remain curious, interested, and open to new knowledge. The willingness to learn becomes more crucial given the rapid changes in doing business; this coupled with our constantly developing our networking opportunities to expand our contacts should serve us well.

SM: What is your hope for the future of your business?

MM: Continued success and growth so we can expand both companies and eventually open offices in other communities.



CALABRESE
LAW, PLLC

 **Saratoga Abstract, LLC**

**57 Railroad Place,
Saratoga Springs, New York 12866**
Phone: 518.691.0019 | Facsimile: 518.618.3146