



Menachem (Chemmie) Sokolic - Principal



CSokolic@FalconCrestCoaching.com

Education

- M.B.A. Master of Business Administration with a Real Estate concentration and Leadership Focus. Rutgers University
- M.S. Environmental Management & Water Resources. Montclair State University
- B.S. Environmental Science. Kingston Upon Thames University
- Juilliard School of Music

Professional Associations

- ❖ Member of the ASTM Committee E50 on Environmental Assessment, Risk Management, and Corrective Action, including E1527 Phase I Task Group

Licensing and Certifications

- New Jersey Real Estate Agent License
- US EPA All Appropriate Inquiry (AAI)-Qualified and ASTM International-Certified Environmental Professional
- ASTM International-Certified Instructor (incl. Phase I and II Environmental Site Assessments)
- New Jersey-Licensed Subsurface Evaluator, NJDEP
- Certifications in OSHA Hazardous Waste Operations, Project Management, Indoor Environmental Assessments, IAQA-certified mold remediator, and multiple specialty areas
- American College of Sports Medicine (ACSM)-certified Personal Trainer

PROFESSIONAL SUMMARY AND DRIVING PHILOSOPHY

Commercial real estate due diligence expert and one of only seven globally certified ASTM Phase I & II ESA instructors worldwide. With 25+ years of consulting experience (1,000+ assessments) and 30+ years of teaching expertise (1,000+ professionals trained), I help technical professionals, consulting firms, and real estate organizations transform technical excellence into client and stakeholder trust, premium industry positioning, and measurable revenue growth through proven communication strategies.

TECHNICAL EXPERTISE WITHOUT EFFECTIVE COMMUNICATION IS EXPERTISE WASTED

CORE COMPETENCIES

Due Diligence Expertise

- ❖ Environmental Due Diligence Assessments & Investigations
- ❖ Regulatory and technical compliance (New Jersey and federal environmental law)
- ❖ Strategic advisory consulting services that empower and assist clients to reduce their risk exposure and optimize their real estate assets

Training and Development Expertise

- ❖ Corporate Training Program Development
 - ✓ Report Writing Excellence & Technical Communication
 - ✓ Client Communication & Executive Presentation Skills
 - ✓ Leadership Development for Technical Managers
 - ✓ Business Development for Technical Professionals
- ❖ Individual Executive Coaching

CONNECT **R**EFLECT **E**VOLVE **S**UCCEED **T**RANSCEND

The Falcon CREST Framework

- **Connect:** Build authentic team, client, and stakeholder relationships
- **Reflect:** Develop self-awareness and strategic thinking
- **Evolve:** Implement continuous improvement systems
- **Succeed:** Achieve measurable performance gains
- **Trascend:** Realize your personal potential and create lasting organizational and societal impact



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TEACHING AND TRAINING ENGAGEMENTS

ASTM International Accredited Instructor

- ◆ Phase I & II ESAs, Transaction Screens, and numerous related topics (2022-present)

Corporate & University Programs

- ◆ City College of New York: "Phase I Environmental Site Assessments & Transaction Screens" (2024)
- ◆ Rutgers University School of Business: "Environmental Due Diligence Primer" - Real Estate Development (2022)
- ◆ Legal Education-accredited classes: "Real Estate Environmental Due Diligence" for NJ/PA Continuing Legal Education and realtor/broker credits (2018-present)
- ◆ High school programs: "Environmental Consulting - Real Estate Due Diligence"; "Personal Finance"; "Public Speaking" (2016-present)
- ◆ "Due Diligence in New Jersey," hosted by Continuing Professional Education Services (2021-2024)

Industry Association Speaking

- ◆ "The Art of Public Speaking to Better Persuade, Inform, Inspire, and Entertain Others", The Jewish Entrepreneur Business Education Program (2025)
- ◆ State of Maryland Department of Planning: "The New ASTM Phase I ESA Standard: The Nuts & Bolts" (2022)
- ◆ Brownfields Coalition of the Northeast (BCONE), New York City Brownfield Partnership, Licensed Site Remediation Professional Association (LSRPA), and the Society of Women Environmental Professionals NJ Chapter: "ASTM E1527 Revisions" and "Phase I ESA Standard" workshops (2022-2023)
- ◆ Licensed Site Remediation Professional Association: "Due Diligence in NJ" annual classes (2015-2021)
- ◆ Additional industry events: Construction Round Table, Brownfield partnerships, professional builder associations, and commercial real estate organizations

PUBLICATIONS AND AUTHORED CONTENT

- Co-author, white papers: "City Directory Research" and "Historical Aerial Photography Research" with industry leaders (2023-2024)
- Featured articles in numerous industry and trade journals including *Commerce*; *New Jersey Business*; and industry publications on environmental due diligence (2016-2025)
- Authored multiple articles for TheFalconREGroup.com, professional real estate, legal, and broker platforms

AWARDS

- + Award of Appreciation, ASTM Committee E50 on Environmental Assessment, Risk Management, and Corrective Action (April 2022)
- + Graduate Scholarship Award, ASTM Committee E50 on Environmental Assessment, Risk Management, and Corrective Action (October 2022)

WHAT MY CLIENTS SAY

"Very good presenter" -- "Very entertaining" -- "Tremendously informative, great jokes!" -- "Extremely engaging, easy to follow, and excellent relatability" -- "Excellent speaker, dynamic, and high level of expertise" -- "I'm able to apply what I learned throughout my job" -- "Thank you. I've been looking for a good class exactly like this for some time" -- "I enjoyed Chemmie's real world experience that he brought into the lesson and his engagement with the class" -- "Chemmie was very good at presenting the material in an understandable way. He also seemed excited to be there, which made the presentations more engaging" -- "Great course. I will recommend this course to junior staff so they don't have to struggle like me on my first handful of Phase Is" -- "This is super helpful, I wish I took this class earlier"



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PROFESSIONAL EXPERIENCE

Environmental Consulting & Due Diligence

- Conducted 1,000+ environmental due diligence assessments at a wide variety of sites, from residential and retail properties to large portfolio projects, and larger and more complex industrial, commercial, and manufacturing facilities.
- Also has experience with wetland and ecological evaluations; compliance and permitting audits; Property Condition Assessments; mold, radon, and indoor air assessments; pre-demolition/renovation asbestos, lead-based paint, and PCB surveys; child daycare/ education facility environmental assessments; site feasibility and constraints reviews; conceptual site planning & design reviews; regulatory and transactional support services; turnkey brownfield remediation and repurposing; Phase II ESAs, and Site and Remedial Investigations; underground storage tank removals; site remediation projects; and litigation support and expert services.
- Managed major portfolio projects including Spectra NJ-NY Expansion Pipeline (220+ sites) and complex multi-phase remediation assessments.
- Oversaw Phase I, II, and remedial action investigations for large industrial facilities (IBM semiconductor, Dow Jones complex, Marcal paper recycling).
- Built and led high-performing teams of 40+ professionals across multiple offices, managing complex project coordination and data management on time and under budget.

Corporate Training & Educational Leadership

- One of seven globally certified ASTM Phase I & II ESA instructors.
- Trained and provided expert consulting services to 1,000+ environmental and engineering consultants, attorneys, and real estate professionals.
- Experience teaching both technical and non-technical classes including environmental due diligence and regulatory compliance; business development; marketing and sales; client engagement; finance; public speaking; technical writing; staff management; executive coaching; leadership development; and business strategy.
- Other teaching experience includes instrumental and compositional music (Juilliard-trained) and Health & Fitness (American College of Sports Medicine-certified instructor)
- Designs and delivers specialized corporate training programs including but not limited to: Report Writing Excellence, Client Communication & Presentation Skills, Business Development for Technical Professionals, and Leadership Development for Technical Managers.
- Provides individual executive coaching to C-suite and technical managers on communication strategy and leadership effectiveness.

CLIENT RESULTS

- ✓ Effective **technical writing** leads to increased productivity, decreased production costs, reduced company & client liability, better consistency & branding, and happier, better-informed clients.
- ✓ Effective **external communication** leads to reduced company liability, clearer value proposition messaging, and better marketing & sales efforts resulting in increased revenue & business development opportunities.
- ✓ Effective **internal communication** leads to improved morale, increased efficiency and productivity, reduced liability, and happier client resulting in increased revenue.
- ✓ Better **trained junior and senior staff and executive leaders** leads to improved morale and productivity, higher quality work products & services, reduced company & client liability, and increased revenue & industry branding.