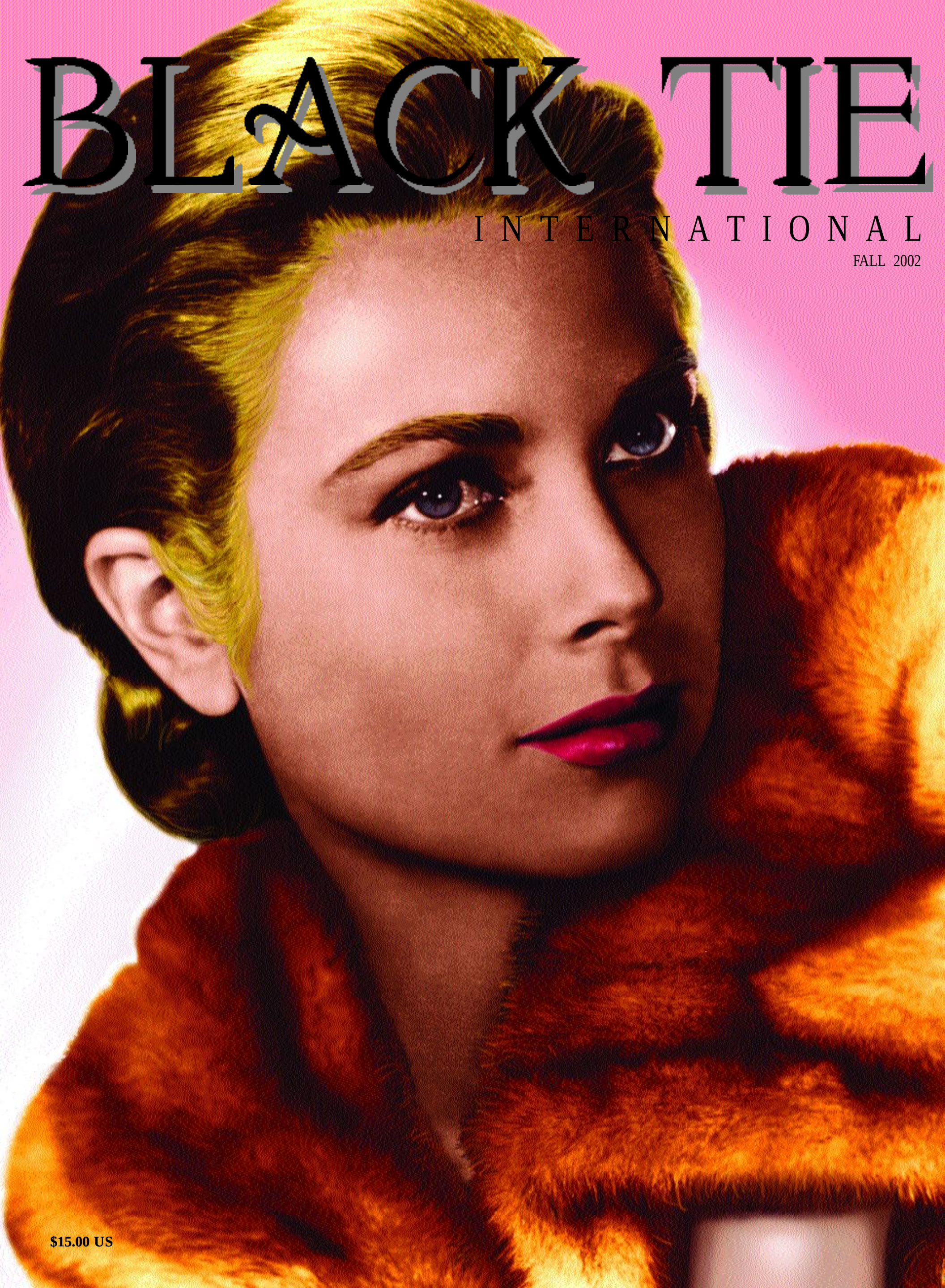




BLACK TIE

INTERNATIONAL

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A Road Less Traveled

by Joyce Brooks • Photos by Diana De Rosa



Melissa Cohn Stands Tall



16 year old Sarah & 10 year old Samantha share a moment with Mom

“I Love What I
Do And It
Drives Me To
Succeed”



Samantha proudly display's her Blue
Ribbon Medal

At the beginning of her working career, Melissa Cohn made the decision to get involved in the mortgage business, beginning with mortgage lending at Citibank. “I saw immediately that no single bank could provide all products to all people,” she said. It was her first boss that inspired her. “He clearly saw the future in mortgage banking and I listened. I had no knowledge of the ‘margins’ of the business but what he told me was logical and I pursued it.” At first she and one other employee did all the work from answering phones to photocopying. “My business strategy is to create a formula and replicate it from branch to branch with modifications for each region. As long as you remember that you are only as good as your last mortgage and treat each client as your most important, then the formula will work anywhere.” Melissa’s strategy resulted in over \$4 billion in mortgages in 2001.

While mortgaging is Cohn’s business, riding is her passion and supporting a show as prestigious as the Hampton Classic just makes sense to Melissa, especially since three of her ten offices are on the East End of Long Island: one in Water Mill, one in East Hampton and another in Westhampton Beach. Cohn likes the idea of combining her corporate world with the riding world.

“I enjoy being a sponsor of the Hampton Classic,” comments Cohn. “It allows me to combine my personal passion for riding, the joy of being with my children and my business life as well as giving me the opportunity to support my local community.”

Cohn mostly rides on weekends because during the week she spends her days in her Manhattan office (555 Madison Ave.), the main headquarters of Manhattan Mortgage and her evenings in her New York City apartment. She started the company 18 years ago and for the past six years the “Mortgage Originator Magazine” (which is to the Mortgage world what USA Equestrian is to the horse world) named Melissa the number one mortgage broker in the country.

Each weekend Cohn heads out to her home in Water Mill, NY, where she rides as much as she can. During the week you could also find her at a horse show either watching her daughters compete or competing herself. Or you could find her at her 20-acre Rose Hill Farm in Bridgehampton, where they board 24 horses, have an indoor and outdoor arena (both with all-weather footing), train hunters and jumpers, have 12 turnout paddocks and two hunt courses and each summer have a camp program for kids headed up by Emily Wintjen with instructors, Phyllis Kane and Kate Wilkinson. This year a number of riders from the farm had competed at the Hampton Classic. “I think it is a really good local showcase,” stated Wintjen, continuing, “This is the big finale of the summer”.

By having her own stable, Cohn has been able to pass her passion of riding onto others through her staff and instructors. Riding is something that Cohn has been doing since she was a child. And being able to combine her love of horses at a horse show as prestigious as the Hampton Classic with a company as successful as The Manhattan Mortgage Company is the crème de la crème!

Congratulations Samantha on winning the Blue
Ribbon at the Hampton’s Classic
From Black Tie