

A CONVERSATION WITH ADAM GITTLIN

TELL US A LITTLE ABOUT YOURSELF, HOW AND WHEN YOU STARTED WRITING.

I actually never thought about writing, or wanted to be a writer growing up. It all kind of just happened my senior year at Syracuse. My whole life I always loved thrillers—books, films, etc. I could never get enough of them. All through college my mother would send me great novels when she was done with them. It was around the time Patterson was really heating up so she sent me books like *Along Came a Spider* and *Kiss the Girls*. There were also Robert Ludlum books. Anyway, when I got back from Christmas break senior year I was speaking with one of my buddies about all of the free time I was going to have my last semester. So he suggested, out of nowhere, “Well...why don’t you write one of those novels you are always reading?” Sounded like a good idea. So I gave it a go, and here I am. Funny—he’s still one of my closest friends.

WHAT INSPIRED YOU TO WRITE *THE DEAL: ABOUT FACE* ?

All the great feedback from *The Deal*. It was nice to hear that people loved not only the characters and the sophistication of the story—but that they really wanted to know what was going to happen with Jonah. So I got to it. I’m already hard at work on the next Jonah Gray installment.

HOW DID YOU USE YOUR LIFE EXPERIENCE OR PROFESSIONAL BACKGROUND TO ENRICH YOUR STORY?

Both my personal and professional experiences are always enmeshed somehow, somewhere, in my stories. Because of my understanding of the commercial real estate market, I love that I can bring this world—a world so few understand and has rarely been used as the backdrop for financial thrillers—to life in a deep yet concise manner.

ANYTHING AUTOBIOGRAPHICAL IN YOUR NOVEL?

I don’t believe there are any autobiographical elements.

ARE ANY CHARACTERS BASED ON PEOPLE YOU KNOW?

Not straight up—but a few are certainly combinations of different people I know.

WOULD YOU SAY THAT YOUR NOVEL IS MORE PLOT DRIVEN OR CHARACTER DRIVEN?

My goal is always to strive for both. I think in *About Face*, like *The Deal*, I have found a strong balance of both.

WHO IS YOUR FAVORITE OR MOST SYMPATHETIC CHARACTER? AND WHY?

Jonah. Because of all he has been through—having asked for none of it.

WHAT PART OF WRITING YOUR BOOK DID YOU FIND THE MOST CHALLENGING?

Same part as always—making sure every single odd and end is neatly tied up. And on the real estate side, creating a real estate-based storyline that gives readers an understanding of the commercial real estate world—and how deals work, come together—in an easily understandable way.

HOW DO YOU DIAL UP THE TENSION TO KEEP YOUR READERS ON THE EDGE OF THEIR SEATS?

By making sure readers can feel more and more intensity as the story churns forward. And by making sure readers never get too comfortable in terms of thinking they know what's coming next.

WHAT WRITERS HAVE INSPIRED YOU?

Today I'm most inspired by those I see as the benchmark of my genre. Those I strive to be as good as. Daniel Silva, Joseph Finder, Grisham, Dan Brown, Harlan Coben, to name a few...

IF YOU HAD 30 SECONDS IN AN ELEVATOR WITH SOMEONE UNFAMILIAR TO YOUR BOOK, HOW WOULD YOU DESCRIBE THE STORY?

The Deal: About Face is a financial thriller predicated on the commercial real estate world. One of the biggest, most intense, power- and money-driven industries on the globe, this time around we experience Jonah and a new lineup of power-players in both the New York City and Amsterdam markets. Throw in some rare treasures, family, murder, love, revenge, lust, betrayal, greed, loyalty, murder, secrets, and revenge—and you've got one serious, sophisticated thrill ride with real international flavor.

WHAT DO YOU HOPE THAT READERS WILL TAKE AWAY FROM YOUR BOOK?

The desire for more Jonah, and all of these characters.