

Women in Real Estate



CREW
NEW YORK

Commercial Real Estate Women of New York
Experience the Power of Women in Real Estate

CREW (Commercial Real Estate Women) New York is the New York chapter of the national CREW Network. Few professional organizations offer the networking, educational, mentorship and business development and career growth opportunities that CREW New York provides. This year is a great one to join as CREW New York hosts the CREW Network National Convention in NYC in October. www.crewny.org

Garelli is honored to be chosen as president of CREW NY

Theresa Garelli



*Counsel,
Commonwealth
Land Title
Insurance Co.*

What recent honor, achievement or recognition has meant the most to you and why?

To be nominated and chosen as the president of CREW NY is a tremendous honor. To lead an organization comprised of highly successful, commercial real estate professionals is a privilege, affording me the opportunity to develop significant relationships with our senior women as well as work with our young leaders in commercial real estate.

What time management strategies do you find to be the most effective for you?

Limiting email attention to blocks of time to allow for substantive, uninterrupted attention to discrete tasks is most helpful.

What is the best advice you have received and who was it from?

My uncle, a successful corporate executive, told me that everyone in a firm has value and contributes to its success (or failure), from the CEO to the mail clerk and maintenance staff and everyone is entitled to respect.

Cam-Spanos of Langan named one of WBC's outstanding women

Ilkay Cam-Spanos



*Senior Project
Manager,
Langan*

What recent honor, achievement or recognition has meant the most to you and why?

Recently, I was given an opportunity to grow in the company and step into a bigger role. This confirmed that I have an entrepreneurial spirit combined with expertise in my field; a deep understanding of Langan's culture and vision; and, most importantly, am a valued and trusted employee. This year I was also named one of Women Builders Council's Outstanding Women, which recognizes accomplishments in the building industry.

What time management strategies do you find to be the most effective for you?

I create daily and weekly to do lists, which help me determine which tasks are the most urgent. While working on urgent matters, I listen to Greek music – something about it puts me in the zone! Another strategy I use is delegating. Delegation lets me distribute tasks while empowering others to manage new tasks.

Champoux of Champoux Law finds mentoring very rewarding

Barbara Champoux



*Principal,
Champoux
Law Group*

What have been some of the benefits of being a mentor or having a mentor?

I have been fortunate to have had many wonderful mentors over the years, and a few highly impactful sponsors. Their advice and support elevated my game, and advanced my success, in large part by teaching me how to be a pragmatic business advisor and skilled troubleshooter. In return, I have mentored and sponsored many young attorneys and professionals. Doing so has been very rewarding for me. I am delighted that the lessons learned from my mistakes may benefit them, but also enjoy their energy and enthusiasm about their new careers. I am especially gratified when one of them lets me know that some advice or guidance, or some act, of mine was helpful to them in solving a problem, navigating politics or boosting their self-confidence.

Boddewyn of Boddewyn Gaynor: There is no substitute for precision in your work

Michele Boddewyn



*President,
Boddewyn Gaynor
Architects, d.p.c.*

What advice would you give to a woman who is planning to launch her own business?

When I began my career in architecture at the age of 24, I feared discrimination because I was a woman. To my surprise the discrimination I encountered was not because of gender but instead because of my age. Many contractors had been in business for 30+ years and didn't trust my knowledge or experience. I overcame their skepticism by providing a well-coordinated set of drawings, demonstrating a commitment to professionalism that earned their respect and cooperation.

This led me to realize that there is no substitute for precision in the work that we do and superb performance is invaluable in growing one's business and accelerating growth. BGA is known for producing rigorous contract documents. Our skill in this area translates directly to our client's bottom line. It takes years to build a reputation. It takes determination, allegiance to positive, steadfast values and a leader who demonstrates these qualities every day.

DiCola of Trepp: Proud to launch Trepp CRE Default Model

Annemarie DiCola



*Chief Executive
Officer,
Trepp, LLC*

What recent project or transaction are you most proud of?

I am very proud about the launch of the Trepp CRE Default Model, which is designed for U.S. commercial banks and their regulatory stress testing mandates. Trepp's front-end bank products and its formidable CRE loan data set have been invaluable tools that help banks evaluate their extensive commercial real estate debt portfolios, and our default model is the newest addition to our banking product arsenal.

What is the best advice you have received and who was it from?

The founder of Trepp taught me years ago: Don't preface your comments in a meeting with qualifications; you only delay your message that way. Be direct and to the point. Keep comments succinct.

Mathieu of Fidelity Nat'l. Title: Being a mentor motivates me

Marianne Mathieu



*Vice President/
Agency Business
Advisor,
Fidelity National
Title Group*

What recent honor, achievement or recognition has meant the most to you and why?

Being elected president of the New York State Land Title Association (2015-2016). This office is elected by industry peers and is a great compliment to have them choose me to serve and represent them.

What have been some of the benefits of being a mentor or having a mentor?

Being a mentor to a younger colleague motivates me and has helped me develop leadership and management qualities and reinforces my own knowledge of my industry.

Who or what has been the strongest influence on your career and why?

Ted Werner, the NY State Agency Manager at Fidelity National Title Group. In 2004, I decided to relocate to New York. Ted took a chance on hiring me for a sales role, though I had no contacts in NY. Since then he and FNTG have provided me with many opportunities to develop and succeed professionally.

Fisher of NGKF: It is gratifying to be a mentor to other women

Robin Fisher



*Senior Managing
Director,
Newmark Grubb
Knight Frank*

What recent project or transaction are you most proud of?

I have supported a great client with innovative technology, Orchard Platform, helping them grow from 12 employees to space for 180+ employees over three transactions in the last three years. It has been amazing to participate in their success. This aspect of the business is one of the most rewarding and exciting parts of my profession.

What have been some of the benefits of being a mentor or having a mentor?

I lead a team and mentor two female office leasing brokers. It is gratifying to be a mentor to women who are trying to learn, gain experience and develop successful careers of their own. An obvious benefit is the excellent support they provide towards the maintenance and growth of our team's production. In an industry that struggles to produce successful senior women, I consider it an obligation to give other women the opportunity to compete and win business.

Villani of LERA is proud to be part of the firm's recent projects

Carrie Villani



*Director of
Marketing,
Leslie E. Robertson
Associates*

What recent project or transaction are you most proud of?

Over the last year I have spent a significant amount of time on LERA's forensic engineering division, our services for attorneys and developers include investigations, litigation support services, expert testimony, and risk assessments. We are working on a number of exciting and confidential projects internationally, we also assist local building owners in New York and across the US.

I have also been proud to be involved in growing LERA's adaptive reuse and historic preservation services. We have been awarded a number of significant projects including The Women's Building assessment review which is transforming a former women's prison into a community center for women using an all-woman design and construction team. As a WMBE firm, we are especially excited to be involved.