

Women in Real Estate

Zere of Zere R.E. Services: Relationships are important

Michelle Marie Zere



*Executive Vice President,
Zere Real Estate Services*

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

I am old school Italian and I like to talk, so I pick up the phone and call direct when I need

to speak with someone. There are so many layers of communication avoidance—emails, texts, cell phones, office numbers, gate keepers, etc. Spinning around in circles is not my game. Relationships are important.

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

My mother, Marie Zere, president & CEO Zere Real Estate Services said to me, “Be yourself, not me. You have many talents and one of those is your dedication to business development for the company, in depth knowledge of media and over 28 years in the commercial real estate industry doing deals.”

Louie of Blumenfeld Dev.: My Father is my strongest influence

Cathy Louie



*Controller/CFO,
Blumenfeld Development Group, Ltd.*

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

My father. He, along with our entire family,

left Saigon in the mid-70's. He came to the U.S. knowing no english and having no money. He went through 10 years of night-college all while working various full-day jobs and cared for his young family and is now a successful accountant.

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

Ed Constantino, Arthur Andersen partner told me when I was an intern that success is 80% “can do” attitude and 20% skills. As long as people had the ambition, will and desire to see something to success, the rest can be learned along the way.

Meyers of Fried Frank discusses her recent New York City projects

Melanie Meyers



*Partner,
Fried, Frank, Harris, Shriver & Jacobson LLP*

What recent project or transaction are you most proud of?

It is hard to pick a favorite. Currently, I am working on a variety of projects in the Times Square area that celebrate and build on the area's history as an entertainment center at the crossroads of the World. One of these projects is representing Maefield Development in their redevelopment

of 1568 Broadway that includes elevating and renovating the historic Palace Theater within in a modern building to give it the presence, lobby and support spaces the beautiful theater deserves. I have also continued to work on a number of transformative projects throughout the city, including: the development of the Western Rail Yards in the Hudson Yards area for the Related Companies; the development of Greenpoint Landing along one-half mile of the Brooklyn waterfront for the Park Tower Group and its affiliate Greenpoint Landing Associates; development of the 16 acre Pacific Park project in downtown Brooklyn for Greenland Forest City Partners; and Technion Institute of Technology and Cornell University's development of a new science and technology campus on Roosevelt Island.

Mehra of Besen reflects on the best advice she has received

Shallini Mehra



*Associate Broker,
Besen & Associates, Inc.*

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

I am huge Tony Robbins fan. Earlier this year, I attended one of his events which focused on entrepreneurs. The key take away was that in order to get ahead of your competition, you have to over deliver for your clients. While this may seem obvious, sometimes we all get too comfortable in our careers. Constantly keeping in mind the concept of “over delivering” helps me make better decisions, think more creatively and ultimately better service my investment sales clients.

Meagher of CBRE chosen of mentor of the year in 2015

Patrice Meagher



*Senior Vice President,
CBRE, Inc.*

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

I was chosen as mentor of the year in 2015 – this award meant a lot to me because commercial real estate is an industry where historically there are little to no women that are successful (which is funny because many of the most successful people in NYC real estate happen to be women). I helped to develop and implement the Women's Network for CBRE's tristate offices so being honored as a mentor of the year was very significant for me.

Podell of C&W: Mentoring is a reciprocal relationship

Joanne Podell



*Vice Chairman, Retail,
Cushman & Wakefield*

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

Coming up I wish I had a mentor, so being one allows me to support and guide the young people in our business. They are full of unique

ideas and ask fresh questions. It's certainly a reciprocal relationship, because I learn as much from them as they learn from me. Whether it's how to approach a challenging situation or comparing experiences within the industry, I find that learning together allows for a stronger mentor/mentee relationship.

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

I categorize the most important items and make sure that I complete them by the end of the day. It's more of a process than a time management strategy, but by identifying my “must-do's” I make sure that I don't get caught up in the day-to-day minutiae.

Zamechansky of KZA: Proud of Riverbay Corp. project acquisition

Kathy Zamechansky



*President & Broker,
KZA Realty Group, Inc.*

What recent project or transaction are you most proud of?

We are most proud of our recently acquired project with Riverbay Corp. in Coop City. We have been retained as their exclusive commercial brokers. We are very pleased to be a part of the

revitalization of the commercial centers within the housing complexes but we will also work to bring new and exciting developments and retailers to the area.

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

My most recent honor is serving two years as the president of The Bronx Manhattan North Association of Realtors. I am proud to be the 6th woman and 57th president to serve such a prestigious organization that includes realtors, owners, management and other professionals. We have also had great success with our legislative breakfasts that allow us to bring Bronx issues to the attention of city, state and federal political leaders.

Powers: Mentorships are a vital part of Local 638's training

Janet Powers



*Business Agent,
Steamfitters Local 638*

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

Because steamfitting is a skilled trade, mentorships are a vital part of Local 638's training.

Steamfitters design, install and maintain fire sprinklers; refrigeration; heating and cooling systems; steam and water piping in tens of thousands of high-occupancy commercial, residential and industrial buildings throughout New York. Apprentices develop and hone their skills not only in the classroom but on construction sites, under the guidance of experienced steamfitters. And it doesn't stop there: Our members continue training until retirement. Steamfitting is truly an art. There are so many methods and techniques that can be applied, so we are constantly learning from one another. In my nearly three decades of being a steamfitter, I've had the opportunity to be mentored and mentor female and male steamfitters alike. It's rewarding to pass down knowledge and gain experience, just as I was taught the trade by those who came before me.

Wenkert strives for cost efficient, drama-free practice

Lynn Cosma Wenkert



*Counsel,
Harras Bloom & Archer, LLP*

What recent project or transaction are you most proud of?

I recently represented a client in the purchase of a mixed-use building pursuant to an option to purchase set forth in his lease. The transaction took a full year, despite a tense and acrimonious relationship between the parties, but eventually closed. Each party saved tens of thousands in legal fees because we were able to resolve issues through negotiation as opposed to litigation. I suppose I take pride in this deal because it typifies my philosophy and approach to practice. I strive to get the desired result in the most cost efficient, drama free manner possible.

Polsinelli honored to be named broker/inv. sales broker of year

Adelaide Polsinelli



*Senior Managing Director and Principal,
Eastern Consolidated*

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

I was named Eastern Consolidated's 2015 Broker of the Year and Investment Sales Broker of the Year. It was an honor to be selected from Eastern Consolidated's roster of outstanding brokers, and I was pleased that I was able to contribute to the bottom line in 2015, which was a record year for the firm.