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Parsons, senior partner at Riemer & Braunstein LLP

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Responsibilities include:

Representation of financial institutions in real estate financings for all types of major commercial real estate projects and properties located throughout the United States, including the construction and permanent financing of shopping centers, office and industrial parks, and mixed-use development projects.

Real estate organizations/affiliations:

New England Women in Real Estate, President; New York Commercial Real Estate Women, Membership Committee Member; National Network of Commercial Real Estate Women, Member; National Association of Industrial and Office Properties, Member.

What advice would you give to a woman just starting a career in your field?

A woman starting a career in commercial real estate should focus on networking as early in her career as possible. Working on developing our substantive skills and striving to perform at the highest level, we may initially overlook or postpone networking. Delaying this important aspect of our career, however would be a mistake. It is never too early to begin building relationships. People do business with people they know and trust. The earlier we connect with others, the sooner we inspire confidence in our abilities and build a broad network of contacts to cultivate into valuable resources. Joining a professional organization and finding a mentor are excellent first steps toward becoming an effective networker and establishing a foundation for a promising career in commercial real estate.

Name: Joan Parsons

Title: Senior Partner

Company/firm: Riemer & Braunstein LLP

Years with company/firm: 9

Years in field: 21

Address: Three Center Plaza, Boston, Mass.

Telephone: 617-880-3451

Email: jparsons@riemerlaw.com

URL: www.riemerlaw.com

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