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Lentz, executive vice president and principal at McCall & Almy

November 23, 2011 - Spotlights

Real estate organizations / affiliations (current):

Board member, NAIOP Massachusetts; Member, New England Women in Real Estate; Member, Commercial Brokers Association; Trustee of the Boston Arts Academy; Trustee of the Newton-Wellesley Physicians Hospital Organization; Member, Wayland High School Building Committee

Professionally, where were you ten years ago and where are you now?

I was where I am today: an executive vice president and principal with McCall & Almy.

What single event professional or personal has most significantly impacted your career?

Attending the Sloan School of Management at the Massachusetts Institute of Technology was significant from an educational perspective. Professionally, the diversity of my roles in the real estate industry has had the greatest impact. These roles have included real estate investment, development, chief operating officer of a publically traded REIT and tenant representation.

What was the best decision that you made in the last year?

I decided to increase my involvement in local organizations, taking board positions with the Boston Arts Academy and NAIOP.

What award or recognition has been the most meaningful to you and why?

In 2011, I was recognized as a Banker & Tradesman 'Women of FIRE' (Finance, Insurance and Real Estate) and one of Real Estate Bisnow's 2011 'Power Women' on a national basis. In 2010, I was chosen as one of the Top 10 Women in Real Estate by Women's Business, Boston. Each of these awards recognized the efforts we make to ensure our clients receive the highest level of service possible.

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

There are several individuals who work in the Boston commercial real estate world that have had an impact on my career. They are true leaders in the field and display qualities that are worth emulating in all aspects of my role with McCall & Almy.

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

Pay attention to the details. Over-prepare for each meeting. Ensure that you have a Plan A, Plan B and Plan C for every negotiation or situation you find yourself in. Find a mentor that you would like to follow.

Responsibilities include:

As a partner, Lentz is responsible for day-to-day management activities, but also plays an important role in preserving existing business and identifying new opportunities. She oversees several of the firm's marquee clients, including the Broad Institute and Partners HealthCare, the largest non-government employer in the Commonwealth of Massachusetts.

Name: Mary Lentz

Title: Executive Vice President and Principal

Company/firm: McCall & Almy

Years with company/firm: 15 years; Years in field: 35 years; Years in real estate industry: 30 years

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