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## Jevarjian of JCS Construction Group, Inc. on work/life balance

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Title: Marketing and Business Manager

Company: JCS Construction Group, Inc.

Years with company: 2

Years in field: 29

Years in real estate industry: 4

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Real estate organizations/affiliations: NAIOP, RIFA, Urban Land, NAHB, Construction Institute

Which project, deal or transaction was the "game changer" in the advancement of your career during the last 10 years?

Game changer, haven't quite landed that yet but I'm feeling lucky. I will say getting this job has been a game changer. I have a great boss, great coworkers and wonderful clients.

How do you contribute to your company and/or the industry?

Volunteer, volunteer, volunteer. Whether it's for a nonprofit, a for profit or just volunteering my services and time on jobs and in the office, I'm game for it all and always up for a challenge.

What advice would you give to women just starting out in commercial real estate?

I have a few...

- \* Stick with it. It takes a while, never give up.

- \* Pursue your passions

- \* Orchestrate your own success

- \* Take risks that are calculated not crazy.

How do you manage the work/life balance?

Work out. It's physical, it's fun, it's social, and you can't check your phone or be working on your laptop while you're doing it.

Call your mother. I make sure to call my mom every Sunday.

Take a sabbatical to think. I find it the best and most fundamental education.

Make what time you do spend with family count.

Hire solid talent and trust them to execute on their responsibilities. Hire good people, you can always teach them

Don't check e-mail first thing in the morning. The first thing I used to do after waking up was read e-mails and reply to urgent ones on my iPhone.

Change your definition of vacation. Work more, play more

Serendipity. Last year I needed to attend a dinner for my boyfriend. I happened to be seated next to the company's vice president. As we talked, 'My Life' just supported 'My Work.'

Don't Drop your favorite pastime. Because it's what got you here.

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

Me. I have learned the hard way. You cannot depend on anyone but yourself and so I look at myself in the mirror and remind myself that you are the influence.

How are you using social media to promote yourself and/or your firm?

I really don't know how to answer this one... Not sure if its something you can measure, but I just keep up with it.

Where would you like to be 10 years from today?

Frankly, I don't know! I guess no one knows! Just want to be a good human, with a happy family who can get a good night's sleep without worries and wake up healthy. So I will be working indirectly towards that!

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