



# nerej

## **2018 Women in Real Estate: Jacqueline Falla, Elaine Construction Company, Inc.**

September 28, 2018 - Spotlights

Name: Jacqueline Falla

Title: Director of Client Services

Company Name: Elaine Construction Company, Inc.

Years in real estate: 24

Real estate associations or organizations you're a member of: AGC-MA, CoreNet Global New England, IFMA, SCUP

What recent project or transaction are you most proud of? Some projects transcend the technical scope of work being conducted and serve a deeper purpose. This was the case with the Harvard Memorial Church renovation on Harvard Yard in Cambridge. In the face of these divisive times within our country, the project stood as an example of what's possible when you bring together diverse cultures, educational backgrounds, interests and talents with a common goal. I have deep respect and pride for what was accomplished and my role on the team.

What are some of the benefits of being a mentor or having a mentor? Few things feel as rewarding as supporting another's growth. It's a wonderful reminder that we all have something to teach. In recognition to all those that have contributed to my growth, I make every effort to listen, guide, listen, connect, listen, and I hope inspire.

Who or what has been the strongest influence on your career and why? The voice in my head. Mindy Kahling said: Why Not Me?, the voice in my head always said: Why you? That voice compelled me to work hard, and then harder, and to discover that I'm really good at working hard, and have a stamina and tenacity that is special. It's this tenacity that shaped my career.

What honor, achievement or recognition means the most to you and why? As the recipient of the Volunteer of the Year Award from CoreNet Global New England Chapter, an organization that has achieved unprecedented heights, due in large part to the volunteerism of its talented and dedicated membership – it feels amazing to be recognized for my contribution to an organization that has given me so much in terms of friendship, education, business acumen, innovation and more.

What is the best advice you have received, and who was it from? Never underestimate the value of education and the importance of structured and unstructured learning to your career growth and personal happiness. This advice came from Richard Ross – a brilliant business consultant who lost his life in the first plane that crashed into the World Trade Center during 9/11.

New England Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540