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2019 Women in Real Estate: Karen Hurd, Baker Tilly

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Karen Hurd

Managing Director, National Business Dev.

Baker Tilly

Who inspired you to join the CRE industry? A co-worker when I began my career working for a small syndicator out of New Haven, CT who talked me into moving to Boston and with her where she was going to go to law school and work. I moved to Boston started as a regional marketing coordinator at The Krupp Companies, now known as the Berkshire Group.

What is the best advice you have received, and who was it from? “Always be ready” Heard it twice – from a NBA coach and a former boss early in my career.

What recent project or transaction are you most proud of? Proud of The New England CCIM chapter board’s commitment and contributions. We have a phenomenal, new and diverse leadership team dedicated to help advance and educate professionals and next generation of rising leaders in greater Boston and throughout New England.

What honor, achievement or recognition means the most to you and why? That’s tough! I have had several throughout my career. Last year, I earned my CCIM designation and was named the 2019 president of New England CCIM chapter. I was honored as one of Bisnow’s 2018 Boston Power Women in CRE too. This year, I was elected to be the CREW Boston Delegate beginning 2020. Recently, I was presented with a new opportunity and accepted a new position as managing director, national business development at Baker Tilly. Baker Tilly is a top public, global accounting and advisory firm. I am most proud and excited about this achievement as it pushed me outside my comfort zone. I was ready and jumped at this exciting, new dynamic role which allows me to use my leadership skills and national network.

What is your favorite motivational quote and who was it by? “The Power of Now” by Eckhart Tolle

What is the best business book you have read and would recommend to others? GRIT “The Power of Passion and Perseverance” by Angela Duckworth

Who was the best speaker you have seen at an event? Jim Collins – Author of Good to Great

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