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**2020 Women in Real Estate: Elizabeth Sherwood Krol, PG, EP, MBA, National Client Manager at Partners Engineering & Science, Inc.**

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Elizabeth Sherwood Krol  
Partners Engineering & Science, Inc.

Who inspired you to join the CRE Industry? I was inspired to join the CRE industry by my first major client. I worked for a premier environmental health and safety firm with the motto “Quality First – there is no second chance” and was very fortunate to consult directly to a senior risk officer at a national lender. He was instrumental in teaching me about assessing risk in financing commercial real estate. I loved the work and especially appreciated working so collaboratively with him. He cared about his clients and set an excellent example for me as an emerging professional in the industry.

How have you been networking during the lockdown? Networking during lockdown has been both challenging and very rewarding. I am actively engaged with CREW Boston and hosted several “Coffee with CREW” events where experienced Legacy members shared their expertise with our members. I worked 1:1 with our members to update their CREWbiz profiles to engage with the 12,000 CREW Network members across 70+ chapters globally. For my own education and understanding, I have “zoomed” to other CREW Network and local market chapter events, such as a four-part workshop focused on diversity, equity and inclusion (DEI) and for fun...book clubs and yoga with others across the platform!

What books, blogs, podcasts, resources or influencers would you recommend to women? CREW Network’s fourth benchmark study measures progress for women over the last 15 years, including diversity, equity and inclusion (DEI) in CRE. As co-chair of the CREW Network Communication & Editorial Committee, we publish “News You Can Use” insights from our members, for our members. White Fragility (Robin DiAngelo) is timely and thought provoking, focused on understanding and mitigating systemic racism. I recommend NEREJ’s One-on-One interview series to meet movers and shakers in our community. I was fortunate to be interviewed by Rick Kaplan and we discussed re-occupancy of commercial spaces after the temporary (yet protracted) shut down.

What aspects of working from home have you enjoyed most? The “silver lining” for me during this time of sheltering in place has been the longer, deeper conversations with my clients, prospective clients, and family and friends. Savoring these moments to catch up with the people most important to me has been the most enjoyable aspect of this time while everyone is working from home.

What is the best advice you have received, and who was it from? The best advice that I ever received was from my parents, who instilled in my four brothers and me a moral compass that helps steer us in a positive direction in our personal and professional lives. They taught us that “honesty is the best policy” and it has always proven to be true. Sometimes it can be difficult to share unwelcome news with clients; however, notifying them early and truthfully is mission critical to successfully supporting their CRE acquisition program.

What recent project or transaction are you most proud of? The project of which I am most proud is establishing a customized, comprehensive, “dialed-in” due diligence program for my high caliber commercial real estate investment client. The pre-acquisition program has been enhanced and

expanded over 15 years, encompassing more than 136 individual projects (including several multi-site portfolios), of 766 buildings, for a total of more than 61 million leasable square feet and \$3.1B+ in acquisitions. I completed due diligence for hundreds of transactions nationwide, with a keen focus on exceeding client objectives with quality, value-added environmental, engineering, construction risk management and energy services provided efficiently and cost-effectively.

What honor, achievement or recognition means the most to you and why? Being recognized this year by the New England Real Estate Journal as One to Watch was a huge compliment! The honor that means the most to me is the Prism Industry Influencer by Lightbox and Zweig, coupled with the CREW Boston Esprit de Coeur award. These two awards are both tremendous honors and represent my dedication to elevating quality of the property due diligence specialty in the commercial real estate industry. Real Estate Forum and GlobeSt.com selected me as a Woman of Influence in both 2017 and 2018, as well as Consultant/Advisor Woman of Influence in 2019.

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