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2020 Women in Real Estate: Jane Ballerini, Principal at Neubert, Pepe & Monteith, P.C.

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Jane Ballerini
Neubert, Pepe & Monteith, P.C.

Who inspired you to join the CRE Industry? It was a bit of an accident, initially. When I first started, there were very few women in the industry. It is now comprised of a network of sharp, savvy and ambitious women—each takes a part in rising the tide for future CRE women to rise with them. And each inspires me on a daily basis.

How have you been networking during the lockdown? With compassion and empathy, and whatever contact we make. I constantly try to reach out to my colleagues and clients—a text, an email, a zoom call—whatever the contact is, I remind myself that we are all struggling to balance life, work and health. Every day can be hard so the small acts of contact go a long way.

What is the best advice you have received, and who was it from? “Work Hard, Play Hard” – my family motto. It is a constant reminder to balance the work with the people, places and experiences outside of work that bring us joy. Life is always a balancing act but you have to earn your play!

What recent project or transaction are you most proud of? The CARES Act, which was passed when the pandemic lock-down was in full swing, changed the spring/summer trajectory for every small business owner I know and financial client that I have. The efforts of the U.S. Small Business Administration (SBA), lenders and their counsel to keep small businesses alive was an incredible movement to join and watch unfold. While our work is far from over, as a commercial finance and designated SBA attorney, I am proud to be a part of the team (representing lenders, certified development companies and the SBA) that is working to keep America’s small businesses thriving.

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