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## **2020 Year in Review: Jim Lord, Helbling & Associates, Inc.**

December 25, 2020 - Spotlights

Jim Lord  
Executive Director  
Helbling & Associates, Inc.

What aspects of working from home have you enjoyed most? During the spring and summer, I was able to eat lunch outside with my wife, weather permitting. I was also able to take a break every so often and get some things done around the house that normally would have to wait for the weekend.

What are your predictions for commercial real estate in 2021? I believe that once health and safety concerns are managed and things get somewhat back to normalcy there will be a recovery due to pent-up demand. I think we will see a slow recovery starting in the second half of 2021.

What is the best advice you have received, and who was it from? This is a difficult question. The owner of our company suggested that we focus on basics and not get too caught up in feeling negative about the overall situation. I have been through recessions before, as has he, so it is important to remember that, even though at times we cannot see it, there is always a “light at the end of the tunnel.”

What was the most difficult part of working during the pandemic of 2020? Initially, we had a stay-at-home order and my three children, aged 13, 11, and 6, were also remote learning. It became apparent very quickly that our wireless router was not equipped to have all of those devices connected and streaming video at the same time. Secondly, I am an executive recruiter, which involves a lot of phone calls. Unfortunately, our Australian Shepherd mix dog is very diligent and quite vocal. His barking could be heard on all of my calls and video meetings.

What was your greatest professional accomplishment or most notable project,

deal, or transaction in 2020? We were lucky to be able to work with a multi-disciplinary genomic research institution in New England to help them find a senior director of facilities strategy and operations. We were very early in the search process when the pandemic hit. Although we

encountered delays due to the pandemic and had to reimagine the interview process to ensure social distancing, we were ultimately successful, and our placement is doing very well within the organization.

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