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2021 Women in Commercial Real Estate: Ann Sobolewski, partner, Prince Lobel Tye LLP

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Partner

What time management strategies do you find to be the most effective for you? My most useful time management strategy derives from a quote that is attributed to Mark Twain: “If it’s your job to eat a frog, it’s best to do it first thing in the morning.” I accomplish the task that I least want to do (because it is difficult, tedious, or the parties on the other side are unpleasant) first. Putting off challenging tasks does not make them any easier and the work you do in order to procrastinate never gets your full attention because there is still a frog sitting there on your agenda—waiting to be eaten.

What are some of the benefits of being a mentor or having a mentor? I found the ability to discuss strategies for responding to difficult situations to be the most beneficial aspect of mentorship. I chose, as my mentors, people who did not have the same background or experiences, or even the same profession, that I do, but who had proficiency managing their business relationships and from whom I thought that I could learn new tactics to approach problems, both hypothetical and real. In many instances, my mentors provided me with different perspectives and suggestions for next steps, both of which were extremely helpful.

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