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2021 Women in Commercial Real Estate: Jenn Smaragdass, Director of Operations, C3S CoRE Consulting, Inc.

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Jenn Smaragdas
Director of Operations

What are some of the benefits of being a mentor or having a mentor? As a mentor and executive board member of the MBA of NY Scholarship Foundation, I have seen firsthand the positive impact mentors have on students and future professionals. Having had (and still do have) a mentor who helps guide me through the challenges that arise in our industry and business, I have been able to navigate many obstacles, develop my skill set, and broaden overall knowledge and experience. In essence, mentors mold the future of our industry; the really great ones foster innovation, creativity and steady growth.

In the past year, what project, transaction or accomplishment are you most proud of? Through all the turmoil and uncertainty of the past year, remembering to see the light can be difficult, but necessary. My team and the professionals we have at CoRE make me proud each day. They are resilient, intelligent, and dedicated individuals who come to work with a purpose. Despite several odds, we have been able to reach our goals and a significant milestone for a small firm like ours. CoRE is currently monitoring over \$2.7 billion in construction loans and has expanded services to several markets outside the New York Tri-state area. I'm proud to work with such professionals.

What is one characteristic that you believe every woman in commercial real estate should possess? Women are naturally resilient; we're built this way. Confidence though propels us to that next level. It is the single most important trait that most women struggle with. Believing in the value of what we have to say and that we are worth listening to. With poise, honesty, integrity, and a bit of empathy, be confident in what you bring to the table.