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## **2021 Women in Commercial Real Estate: Stephanie Traeger, VP, Commercial Real Estate Loan Officer, Cambridge Savings Bank**

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Stephanie Traeger  
VP, Commercial Real Estate Loan Officer

What led you to your current profession? I was originally in private banking at a large regional bank on the west coast. While there, I worked with several real estate developers and loved seeing their projects and how their developments really changed the dynamics of a neighborhood. I ended up moving to a bank that focused on commercial real estate so I could too.

What are some of the benefits of being a mentor or having a mentor? It's so important to have role models in this industry. It's much easier for someone else to see your strengths and weaknesses. Also, seeing the successes of someone you admire makes you want to work harder. Mentors also help you expand your professional network.

What trends will dominate your industry in the coming months? It goes without saying, but definitely industrial. The pandemic really accelerated the e-commerce trend. I'm also really interested to see how office changes over the next few years. Despite the increased work from home flexibility, in-person collaboration is still very important.

What time management strategies do you find to be the most effective for you? Prioritization! I typically start each week with a list of things I need to get done and refresh it daily.