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## **2021 Women in Commercial Real Estate: Gail McNeice, Director/VP - Renewal Leasing, Linear Retail**

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Gail McNeice  
Director/VP - Renewal Leasing

## Linear Retail

What led you to your current profession? I started out as paralegal working for a supermarket chain in the real estate industry.

What trends will dominate your industry in the coming months? The recovery of the economy will play a large impact on our industry.

In the past year, what project, transaction or accomplishment are you most proud of? The relationships I have developed with our tenants over the years has proven to be instrumental during the last 18 months of dealing with the strains of COVID-19 and now the variant.

What is one characteristic that you believe every woman in commercial real estate should possess? Mentoring women by helping them achieve goals. This means making yourself available to them and being an effective listener.

What are some of the benefits of being a mentor or having a mentor? I was fortunate to have several bosses who saw my potential and encouraged my growth, which allowed me to achieve a success career in the real estate industry. I am very proud of my teaching accomplishments in the paralegal program at Northeastern University. Although I haven't taught in a few years, I still get emails and calls from former students seeking advice on how they can achieve their next professional goals or to discuss strategies on how they can stand out among other candidates in an interview. It never gets old and its always rewarding to pay it forward.

What is one characteristic that you believe every woman in commercial real estate should possess? Mentoring women by helping them achieve goals. This means making yourself available to them and being an effective listener.

What time management strategies do you find to be the most effective for you? Putting together a plan, following through with solid communication skills, making decisions with adequate time, and prioritizing short- and long-term goals.