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2022 Women in Commercial Real Estate: Maureen Rystrom, J. Calnan & Associates

September 30, 2022 - Spotlights



Maureen Rystrom
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Are you part of any CRE organizations? How have they helped your professional development? I have the distinct honor and privilege of serving as president of the New England Chapter of CoreNet Global. Without hesitation, my involvement in CoreNet has been the most beneficial tool and platform for my professional development. Between the 40+ in-person and virtual educational programs, exclusive professional development programs, mentorship programs, and all the resources available through CoreNet Global; I am constantly gaining valuable business and leadership skills as well as inspiration for sharing ideas and resources within the industry and the community at large.

Additionally, the relationships I have built and friendships formed are invaluable. Various members have helped me grow personally and professionally, and that feeling of gratitude drives me as a tireless ambassador for CNGNE. I genuinely believe there is no limit to what we can accomplish and what our members can accomplish through the opportunities we provide.

What advice would you offer to women getting into the CRE industry? I would give women getting into the CRE industry the same advice I would give to anyone coming into it. In this industry, it's all about relationships. Be patient and take the time to develop meaningful relationships. These relationships can take months, even years, to build. Always be authentic and genuine in your approach. People want to do business with people they know and trust. Some of my closest friends started as business relationships that developed over time. You'll see it will be well worth the wait. Along those same lines, a mentor of mine also said, "You never want to need somebody you don't know." In other words, take the time now for a meeting, start a dialogue, and hear what someone has to offer. You never know when their services or offering will come in handy. At a minimum, you will have met a new person and learned something new.