



CELEBRATING
55 YEARS

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2023 Women in CRE: Deborah Smith, The CenterCap Group

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Deborah Smith
Co-Founder & CEO

What recent project, transaction, or accomplishment are you most proud of? We recently advised Pearlmark Real Estate, a credit focused investment manager, on the sale of a majority interest to Conning, then a \$180 billion AUM global asset manager and affiliate of Cathay Life, a leading Taiwanese life insurer. I have consistently discussed the strategic role insurance capital can play in the real estate space for some time – beyond simply serving as a capital partner. It was rewarding to see theory play out in reality.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? Don't be afraid to take some risks. Go with your instincts. Sometimes the best opportunities are not always the most obvious, so be open-minded to the potential of doing something other than the best laid plan. Let it play and see where life takes you.

Who inspires you most? What qualities do they possess that inspire you? I am committed to fostering a younger generation of women to pursue finance careers. In doing so, I have found solidarity in the legacy of Rosa Parks – success requires determination and commitment. Pick your spots on the things worth fighting for, then stand your ground. The world will adjust.

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