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## **2023 Women in CRE: Laurie Ann Drinkwater, Marcus & Millichap**

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Laurie Ann Drinkwater  
Senior Vice President of Investments

What are the most important factors women in your industry should consider when choosing a firm to build their career with? A supportive environment is essential for empowering women to make significant contributions and influence change in the CRE field. Women aiming for success in the CRE sector should seek firms that encourage collaboration and individual growth.

Who inspires you most? What qualities do they possess that inspire you? My grandfather and father, whose qualities of wisdom, guidance, and passion for this industry have shaped my journey. From an entrepreneurial family with a century-long legacy, they instilled in me the art of navigating economic cycles. My grandfather's advice to pursue sales, emphasizing limitless possibilities, continues to fuel my drive.

Why should this nominee be recognized in our Women in Commercial Real Estate Spotlight? "In the face of a challenging market, L.A. is set for a remarkable career year. L.A. is recognized as a consummate professional by her loyal clients, and she excels at overcoming obstacles to close deals. Many of her 2023 successes originated from pre-pandemic or early pandemic assignments." - Tom Shihadeh, Vice President/Regional Manager at Marcus & Millichap.

What recent project, transaction, or accomplishment are you most proud of? Connecting clients with investments that positively impact New England communities is especially gratifying. The recent sale of a U.S. Citizenship & Immigration Services (USCIS) property in Rhode Island, valued at \$10.92 million is a great example. USCIC uplifts our communities by facilitating legal immigration, promoting diversity, and cultivating economic growth through immigrant contributions. Representing a buyer who valued both the property and USCIS' services, given their significance in national politics, made this transaction especially impactful.