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## **2023 Women in CRE: Julie Freshman, MG Commercial Real Estate**

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Julie Freshman  
Vice President

What recent project, transaction, or accomplishment are you most proud of? I was recently accepted into the Society of Industrial and Office Realtors (SIOR) as a member associate. SIOR is the leading global professional office and industrial real estate association. With 3,700 members in 45 countries and 722 cities, SIOR represents today's most knowledgeable, experienced, and successful commercial real estate brokerage specialists. SIOR members must demonstrate experience, education, income and endorsement requirements and demonstrate and show a commitment to uphold high ethical standards of practice.

Who inspires you most? What qualities do they possess that inspire you? This is a difficult question to answer, as there is not one person that inspires me the most. However, qualities that inspire me in others are integrity, professionalism, positive attitude, good communication/leadership skills, grit, focus on actions over words, empathy and the ability to respect multiple sides of a topic/situation.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? The most important factors women should consider when choosing a brokerage firm to build their career with are access to mentorship, training, the potential to become part of a team and the firm's reputation. Building a career in commercial real estate takes time and dedication.