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2024 Ones to Watch - Rising Stars: Jennifer Small, Malone Commercial Brokers

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Jennifer Small
Partner/Associate Broker

“Jennifer Small is a phenomenal worker with spirit and heart. Her deep expertise, driven by over 20 years of experience on complex transactions, is backed by strategic planning skills and strong community connections. Jennifer’s commitment to continuous learning, leadership roles, and giving back further fuel her success.” - Cassie Demick, Marketing Director at Malone Commercial Brokers.

In the last 12 months what accomplishment are you most proud of? The accomplishment I am most proud of in the past 12 months is completing my CCIM certification. This designation is held by less than 6% of people in the commercial real estate industry and that number significantly decreases when you attribute it to women who have this designation. It was the result of over 180 hours of rigorous course work plus a 6-hour final exam. You really can do what you put your mind to!

How do you balance your rising career with your personal life? I am a mother of twins who are 16 years old and have a very demanding career. Balance is not always easy! Multi-tasking is the key to my “success!” Flexibility in my career allows me to attend my kids’ games and events while still satisfying my client needs! To all you young moms out there you can be a career woman and raise a family! I am living proof it is possible! It is doable with a little planning and determination!

Who are the key people in your life that have contributed to your success? I am very lucky to have an amazing business mentor who I worked closely with for over 20 years. Joe Malone has been an integral part of my success, letting me fail and rise back up again and trusting me to take the next steps in my career. His guidance has meant the world to me, and I feel very fortunate. My Mom on the personal side of things has always told me the sky is the limit!

Outside of your career, where else do you seek continuous learning and personal growth? My career and my children keep me busy! One thing I make a priority in my life is staying healthy and keeping physically active. Those workouts allow me to push myself physically. I keep myself very involved in my community with youth sports. Giving back makes the world a better place. Hopefully some of what I have learned over the years can help these kids in their lives and show them they can follow and accomplish their own goals!