



Charlotte

WLI Champions Profile

Name Connor Macon
Title Director
Company Wells Fargo
Discipline Commercial Real Estate Lending

Describe a magic moment in your career or life.

I'm not sure I believe that there are truly magic moments in careers; lots of little moments add up over time to make something bigger and more important that you may only notice after time has passed.

Describe who or what has been a key influence in your life.

It may be cliché to say, but my parents were my biggest influence early on and through the early days of my career. They taught me about a strong work ethic and the value of commitment. Since then, I have had a few mentors and former colleagues who are still key influences in my life today and with whom I talk regularly about work and life in general. I also have a wonderful networking group gained through ULI NEXT that is an on-going resource for me. We meet regularly and hold each other accountable to our goals.

What do you see as the next big challenge as an industry?

Continuing the work on diversity and inclusion is hard but an absolute necessity. We have to have diversity of viewpoints at the table to be successful.

What is your secret talent?

I'm pretty good at playing golf.

What is your take on championing others?

I have been lucky to have people mentor and sponsor me in my career, which propelled me in ways I did not expect. I always want to do the same for others and try to take an interest in the next generation.

What is one word that captures you?

This question stumped me, so I asked my friends and colleagues. The top responses were: motivated, genuine, and reliable. I am not sure I hit on each of those traits every day, but I certainly would like to think I strive to be each of those regularly and consistently.