



ULI New York's Women's Leadership Initiative Summer 2020 Newsletter

Dear ULI NY WLI Members,

Our Steering Committee hopes that all of you are doing well during what is a very difficult time. The COVID-19 pandemic has enormously impacted the real estate industry; our colleagues and friends are grappling with career-changing realities. In the midst of this, our community cannot ignore the murder of George Floyd, recent international protests, and the ongoing calls for real, meaningful change. ULI New York leadership issued an important [statement](#) condemning the racism that is endemic in our society and the real estate industry. WLI is here to support all of our members during this painful time. Our thoughts are with each of you and our broader community.

WLI New York has developed a slate of virtual events for Summer 2020, which we will be adding to as the weeks progress. Please keep an eye out for continued programming updates and correspondence over the summer as we reconnect and seek to regain footing in an ever-evolving environment.

We are excited to see your faces on Zoom!

Can you support our community in 3 minutes?

Please participate in our ULI NY WLI virtual programming [survey](#) and tell us what is most meaningful to you.

A Letter From Our Outgoing Chair

Dear Fellow ULI NY WLI Members and Leaders,

As I reflect back on the last 7 years when the Women's Leadership Initiative first launched in New York, I am grateful to have had the opportunity to be a part of the founding steering committee and incredibly proud of the community of women in real estate that has grown in ULI New York since its start. The success of our WLI community is a direct result of our incredible leaders who give of themselves to keep our calendars full of the most relevant and desired programming, our members that fill

our events with boundless energy, curiosity, and conversation, and the support of our District Council Executive Committee and ULI New York staff. It has been my honor to serve as Chair of this amazing group over the past year!

Through our committee's dedication and hard work, each year we raise the bar even further in our programming and membership initiatives, which in turn further advance our mission to increase the visibility of – and promote leadership positions for – women in real estate. For the first time last year, we awarded two scholarships, not just one, for two promising young women to attend the ULI Fall Meeting in 2019 via our Alice Connell Scholarship. Our newly formed University Outreach committee was a tremendous success, exceeding our expectations in its service to young women who are planning their future careers in real estate. Our Connections committee beautifully executed our theme of "Intentional Connections" and helped to raise money for WIN (Women in Need). I am also very proud of our work as a recipient of the WLI Hines Innovation Grant. Through this grant, we are planning quality programming for female high school students as part of an important effort to increase the pipeline of women – particularly women of color – in our field.

Over the past three months, our WLI committee members adapted to the new world ushered in by the COVID-19 outbreak. With their tireless dedication, we pivoted to providing value to our members and community virtually – no easy task and one that has been thoughtfully and successfully implemented. Thank you again to all of you!

I look forward to seeing what the year ahead holds for this powerful group!

With great appreciation,

Marina Trejo

Upcoming ULI NY WLI Virtual Events:

WLI Summer Speaker Series featuring Female Leaders from The City of New York:

WLI is hosting a special summer webinar series featuring female leaders from relevant NYC agencies who will discuss crisis management, emergency preparedness, reopening plans, and the city's ongoing response to the many challenges ahead.

Melanie La Rocca, Commissioner, NYC Department of Buildings

Monday, July 20th 2:00pm – 3:00pm (Register [here](#))

Rachel Loeb, Chief Operating Officer, New York City Economic Development Corporation

August date TBD

Recent ULI NY WLI Event Recaps:

Executive Leadership Coach Valia Glytsis

On June 17th, 2020, WLI New York held a Virtual Workshop with Executive Leadership Coach Valia Glytsis entitled *Change: Shifting from Surviving to Grounding and Finding Your Footing in a Time of Chaotic Change*. The event allowed WLI women to take time out to slow down and be mindful of their approach to managing stress during these challenging times. Attendees shared their current personal mindsets and approaches to navigating uncertainty. Valia shared tips and strategies for managing energy and prioritizing meaningful self-care.

Virtual Career Development Seminar

On June 19th, 2020, our WLI New York University Outreach Committee put on a Virtual Career Development Seminar that welcomed over 70 attendees spanning both university students and ULI members alike. The event was broken into two parts: the first was a fireside chat between Mentor/Mentee pair Marion Jones and Lauren Partovi, who discussed the importance of mentorship, sponsorship, personal advocacy, and "*Finding your Tribe*" through networking, committees, and professional events post-graduation. The second part was a strategy and tactics workshop presented by Kate Mecke from Keller Augusta, who focused on the real estate job market in the current COVID environment, as well as networking and negotiation skills. The event demonstrated to students and members the power of cultivating connections into meaningful relationships and becoming personal advocates to progress their burgeoning careers. Thank you to all our panelists who helped make this event such a success!

Summer Series with NYC Female Leadership – NYC Deputy Mayor, Vicki Been

On June 22, 2020, the first of the NYC Leadership Virtual Summer Speaker Series was held with Deputy Mayor Vicki Been. The Deputy Mayor was interviewed by Marion Jones, incoming chair of WLI. Deputy Mayor Been provided program participants with many fascinating insights about New York City's response to COVID-19, describing how city agencies are working with city staff members to keep the City going. Among other topics, she discussed the ways in which the City was continuing to push the development of affordable housing and other housing goals at the City. We all learned a lot!

ULI Provides a Variety of Resources to Support its Members, Including:

WLI Mentor Circles - WLI National has organized a new program for peer mentoring circles that connects Full Member ULI women from around the country. [Learn more here!](#)

Digital Programming From Around the World – ULI Global has migrated content online during the current pandemic. [Learn more here!](#)

THANK YOU!

ULI NY's WLI would like to extend a note of thanks and gratitude to all of our outgoing Committee Members, Co-Chairs, and our outgoing Chair, Marina Trejo. Please be on the lookout for an invitation to our farewell event in July!

To all of our members, please be well, and we look forward to joining you in our upcoming summer programs. If you have any questions or suggestions for WLI, respond to this email or reach out to WLI Membership Co-Chairs Robin Kramer (rkramer@dslip.com) and Lauren Partovi (lpartovi@sterlingprojectdevelopment.com).

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