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January 24, 2014

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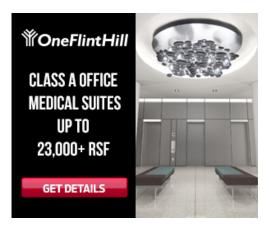
The headline says it all. We called up all our best sources to come up with a list of the most impressive women in commercial real estate. Some are in sales, some in finance, some work for the government. But they're all game-changers. Bonus: This will be the one article you read about women that doesn't ask you the psychoanalyze Lena Dunham. (Though Lena, if you get into real estate in Bushwick, give us a call.)

### **SHERRY CUSHMAN**



We're leading off with Cushman & Wakefield's **Sherry Cushman**, who has spent the past 16 months in her dream job: building up C&W's national legal sector advisory, which now has **250 brokers** that focus on law firms. She's in the midst of a **17-city symposium** to roll out the company's national stats that focus on the drivers of real estate decision making. The **dream job** is the cherry on top of a lifetime of impressive achievements, like founding the law firm practice group at Studley, where she worked for nine years and repped **Morgan Lewis'** move to 1111 Pennsylvania Ave, followed by the same job at CBRE where she also represented **Baker & Hostetler** in both DC and its Cleveland home. Morgan Lewis' move to 1111 Pennsylvania Ave was a six-year pre-lease; by the time the firm moved in, its rent was \$15/SF **below market**. (When we were born, we signed a 30-year lease in our parents' house, though they weren't aware of it at the time.)







In her first year at Studley, Sherry (with current colleagues **Brian Dawson** and **Scott Mason**) brought in 350k SF of business (earning her Rookie Broker of the Year), though she **didn't make a penny** for her first three years. By the time she got her first commission check, Sherry owed the company a great deal of money, had burned through her savings, and tapped family members for loans. "I paid everyone off and at that point in time, I said 'I will **never be in this position** again." And 20 years later, she hasn't. Growing up, Sherry and her sister played boys' baseball, basketball, and football (the only girls in the entire league). And to date, she's completed **20 triathlons** (she started in her late 20s and turns fabulous 50 this August). Sherry mentors many young women in the industry and tends to lean toward hiring athletes who understand the "**no pain, no gain**" mantra—that winning and losing is part of the biz, and it requires the ability to bounce back.



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