

# THE COMMERCIAL OBSERVER




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MEMBERS ONLY

## A Breakdown of Three of the Biggest Women-Only Real Estate Clubs

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With real estate largely remaining a boys' club, many women in the field have felt the need to carve out a space to talk shop among their like-minded, same-sex peers. For the tens of thousands of brokers, developers, bankers, lawyers, architects, contractors and construction workers in New York City's real estate industry, there are a number of clubs, associations and organizations, some exclusively for women, where professionals can learn and network. WIRE, for instance, offers a networking venue for women in the private equity real estate business. Also, Nontraditional Employment for Women helps prepare low-income, unemployed and underemployed women for nontraditional careers, including in the construction, energy, transportation and facilities maintenance industries. Here are three of the city's most prominent clubs where women real estate professionals can gather.

	 <b>NEW YORK WOMEN EXECUTIVES IN REAL ESTATE</b>	 <b>CREW NEW YORK: COMMERCIAL REAL ESTATE WOMEN OF NEW YORK</b>	 <b>WLI: ULI'S WOMEN'S LEADERSHIP INITIATIVE</b>
<b>WHO ARE THEY?</b>	WX New York Women Executives in Real Estate is an association of female executives in New York's commercial real estate industry. WX's members include owners, developers, brokers, architects, engineers, bankers and lawyers.	CREW New York the result of a recent merger between the Association of Real Estate Women (AREW) and New York Commercial Real Estate Women (NYCREW), is one of the largest women's real estate organization in New York City. The organization works to advance the achievement of women working in the real estate industry.	WLI is an initiative of the Urban Land Institute, a non-profit research and education organization supported by its members. Launched in 2012, ULI's Women's Leadership Initiative is a forum for women in the real estate industry to make connections and an opportunity for mentoring.
<b>NO. OF MEMBERS</b>	190.	350.	556 in New York City.
<b>PROMINENT MEMBERS</b>	MaryAnne Gilmartin, Tara Stacom, Cia Buckley, Joanne Podell.	Faith Hope Consolo, Merle Gross Ginsberg, Jennifer Carey, Michele Medaglia, Jennifer McCool.	Alice Connell, Meg Blakey, Wendy Rowden.
<b>COST TO JOIN</b>	\$500 annual membership fee.	\$180 for a student membership, \$450 for professionals who have less than two years of experience and \$650 for a full membership.	Ranges from \$215 to \$430 in annual dues.
<b>HOW TO GET IN</b>	<ul style="list-style-type: none"> <li>• Invitation only.</li> <li>• Minimum of 10 years of experience in commercial real estate.</li> <li>• Application must include two recommendation letters from current members.</li> </ul>	<ul style="list-style-type: none"> <li>• In the industry for five years.</li> <li>• Attend two CREW New York events.</li> <li>• Two CREW New York members must sponsor the application for membership.</li> </ul>	<ul style="list-style-type: none"> <li>• Be an active ULI member.</li> <li>• Promote the advancement of women throughout their careers and as leaders in the real estate industry.</li> </ul>
<b>GROUP GOALS</b>	<ul style="list-style-type: none"> <li>• Promote the advancement of women in commercial real estate and enhances public perception of the role of women within the industry.</li> </ul>	<ul style="list-style-type: none"> <li>• Provide educational programs and networking opportunities.</li> </ul>	<ul style="list-style-type: none"> <li>• Increase the number of women who serve in leadership positions in the real estate industry and in ULI.</li> </ul>
<b>NOTABLE EVENT</b>	<ul style="list-style-type: none"> <li>• Annual Woman of the Year Gala.</li> </ul>	<ul style="list-style-type: none"> <li>• Annual cocktail parties in the fall and winter.</li> </ul>	<ul style="list-style-type: none"> <li>• WLI's Summer School Series.</li> </ul>
<b>ACCOMPLISHMENTS</b>	<ul style="list-style-type: none"> <li>• The creation of the WX Scholarship Program.</li> <li>• Mentoring women entering real estate.</li> </ul>	<ul style="list-style-type: none"> <li>• More than \$185,000 in scholarships provided through the CREW New York Charitable Fund for undergraduate or graduate students in real estate and/or related urban studies programs.</li> </ul>	<ul style="list-style-type: none"> <li>• ULI has seen a 24 percent increase in female membership since launching WLI.</li> </ul>