



2017 Women in Building Services: Kate Goodman, ATCO

October 17, 2017 - Spotlights

Name: Kate Goodman

Title: Co-President

Company Name: ATCO

Years in real estate: 20

What real estate associations or organizations are you a member of? The Committee of 200, Women Presidents' Org.; New York Women Executives in RE, REBNY; Realty Advisory Board, KiDS of NYU Medical Center

How have you navigated obstacles to achieve success in your career?

I've learned to be a good listener and have patience - these two tools have been invaluable to me during the most challenging moments. The person who shouts the loudest is not always the one whose point is heard. I have never pretended to know the answer when I didn't. I sought out experts, did my due diligence and continued to educate myself in areas that I thought would further our mission and support my future. I've always tried to look at obstacles as challenges and opportunities for growth rather than road blocks.

How do you play your strengths to your advantage in your career?

As I have assumed more responsibility over the 20 years that I have been at ATCO, I have relied on my strength as a manager to nurture our various divisions. So much of what I do revolves around managing teams of people. I thrive on teamwork and relish cultivating a happy corporate environment. As leaders emerge and rise within the company, it's important to promote independence, confidence and accountability. I know when to step out of a meeting and empower other members of my team by encouraging them to lead by playing to their own, unique strengths. A strong team reflects solid leadership.

What trends are you seeing so far this year?

I see four main trends:

1. Office deals are taking longer to close.
2. Street retail vacancy is widespread throughout the city.
3. Food Hall popularity is booming.
4. Billionaires' Row residential apartments are languishing on the market.

What do you do for fun?

I love to travel with my husband and three sons. I also enjoy reading, listening to music and practicing yoga.

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