



2017 Women in Building Services: Megan Guy, Simone Development Companies

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Name: Megan Guy

Title: Director of Development

Company Name: Simone Development Companies

Years in real estate: 10

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

I was 26 and seemingly very successful but also feeling totally uninspired by what had become a monotonous routine. I quit and booked a one-way ticket to Colombia, knowing that I needed to take some time to reflect on what I really wanted out of a career and how my strengths aligned with my professional life. I visited 15 countries over 10 months, which helped me realize the importance of my interpersonal skills. My career to date had largely been focused on analytics but I realized I would be most successful in a role that relied on a mix of both. Development includes a little bit of everything. It was the perfect fit.

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

Relationships are critical in this industry. After returning from my 10-month hiatus I was feeling rejuvenated and determined, but also concerned how future employers would respond to the gap in my resume. Old colleagues were eager to help me, making introductions and providing guidance on roles that were relevant to my experience while also appreciating my desire for a more direct interaction with decision makers. I was proud of my decision to take some time off to figure out how I could best contribute to the industry. When employers asked about the gap, I responded with authenticity, people were impressed (and jealous).

What trends are you seeing so far this year?

In healthcare, changing demographics such as aging Baby Boomers and a move away from urban centers to the surrounding suburbs, combined with continued consolidation within the healthcare industry, continues to drive new development of outpatient facilities, multi-practice medical office buildings and assisted-living and long-term care facilities. The industrial market has emerged as one

of the most sought-after property types, with high demand for modern warehouse and distribution facilities to deal with the growing needs of e-commerce based business as well as traditional brick and mortar based retailers.

What do you do for fun?

I still love to travel and I try to take one big trip a year. I love to ski, and I just signed up for a tennis clinic so I can join a league. I also love to shop! I live close to Bloomingdales, so I'm there twice a week.

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