



## **2018 Women In Real Estate, Professional Services: Jodi Warren, Capell Barnett Matalon & Schoenfeld LLP**

September 18, 2018 - Spotlights

Name: Jodi Warren

Title: Associate

Company Name: Capell Barnett Matalon & Schoenfeld LLP

What are some of your biggest accomplishments in the last 12 months?

My practice focuses on advising religious and nonprofit organizations on real estate development projects. I recently represented a church in Crown Heights where attendance was dwindling because members were moving due to increased rent. The church's financials were bleak and it was months away from closing. I structured a deal to ground lease part of the church's property and in return the church receives rent and a newly constructed church building. The new efficient church space and the income generated will allow the church to continue its mission and ministry in the community it has served for 100 years.

How important is it for women to create a personal brand?

I think it's important for any person within the legal community to create a personal brand. Clients have many options when choosing who to trust with complex work so it's essential to maintain a reputation centered around expertise, diligence and integrity. Specifically, as a woman in a predominantly male industry, it's imperative to operate with confidence and assertiveness in all of my business dealings.

How many messages are in your inbox right now and how do you manage email?

I have 20 emails currently in my inbox. I organize and file my emails by client and matter and I mark emails that I need to follow up on. I do my best to respond to emails as they come in or by the end of the day. I try to file my emails before I leave the office, but if I am too busy during the week I spend time on Sunday to clean my inbox. It is always a good idea to start off the week on the right track with an organized inbox.

What do you do like to do for fun?

I enjoy yoga, boot-camp classes and playing basketball. I like to start my day with some form of exercise.

In one word, describe yourself:

Meticulous

What blogs, resources, podcasts or influencers have helped you?

My daily digest consists of The Real Deal and The New York Times' real estate section, which keeps me up to date on the relevant news in my practice. Recently, I have also been listening to the podcast There Goes the Neighborhood, which is a deep dive on the topic of gentrification in Brooklyn, rezoning of east New York and the impacts it has on the original communities.

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