



## **2019 Women in Real Estate: Zahra Jafri, Lynx Mortgage Bank LLC**

September 17, 2019 - Spotlights

Name: Zahra Jafri

Title: President

Company Name: Lynx Mortgage Bank LLC

Association/Organization Affiliations (REAL ESTATE ONLY): ESMBA MBAofNY

How do you hold your own in a negotiation?

I listen and read other parties' positions very carefully, I decide which positions I can agree to and which I can't. My goal is to negotiate a "fair market agreement."

What is the best advice you have received, and who was it from?

"First deserve, then desire" ~ My Mother

What was one of your biggest accomplishments in the last 12 months?

Becoming treasurer of the MBAofNY. Expanding our lending footprint, launching our Commercial Division and growing our business through our digital presence. On a more personal note, celebrating my second child's college graduation and watching my children become successful and responsible adults will always be my biggest accomplishment.

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