



Arlyane McGlashan, Prestige Management Inc.

February 07, 2011 - Spotlights

Name: Arlyane McGlashan

Title: General Manager

Company/Firm: Prestige Management Inc.

Years with company/firm: 16

Years in real estate industry: 17

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Real estate organizations/affiliations: National Association of Real Estate Brokers (NAREB), Greater Harlem Real Estate Board (GHREB)

What was your greatest professional accomplishment in 2010?

Having to monitor a staff of 95 including supervisors, managers, administrative and maintenance personnel with all the issues, both professional and personal, that are involved with the supervision of approximately 4,000 affordable housing units, my greatest professional accomplishment in 2010 was providing our professional services with continued efficiency during these changing economic times.

What was your most notable project, deal or transaction in 2010?

In 2010 I was able to bring in new business to the company. This was based on the performance of my portfolio, my interaction and communication with the owners of the properties, and my diligence in ensuring that we meet all compliance requirements.

How do you contribute to your company and / or the industry?

As general manager and partner in the company a great deal of responsibility is mine. Not only am I directly responsible for the properties within my portfolio but I am responsible for making executive decisions for the entire company. Prestige Management Inc. manages approximately 8,000 affordable housing units in New York City and I am pleased that we have a positive impact on the affordable housing industry.

What advice would you give to women just starting out in commercial real estate?

Commercial real estate, property management in particular is a challenging industry to be involved in. However, the right attitude and knowledge will enable young women just starting out in commercial real estate to succeed. It is important to learn the industry. Many colleges and other institutions are offering more courses geared toward property management so go for the formal training. To really succeed in this business and get the true grit understanding of the business it is important to find someone in the business that you can learn from. There are also industry

organizations that can provide information, as well as your city, state or federal housing agencies. Use the Internet for information and learning. Start out with established organizations so you know you are getting reliable information.

How do you manage the work/life balance?

Managing the work and life balance is always a question that people ask. Women seem to get this question on all levels where as men seem to get this more at the executive level. Managing the work life balance is essential to maintaining your core being. Though this industry demands early hours and late hours for meetings, emergencies and just getting the job done I mandate time for myself and time to spend with my family. It may not be the same time each week or each month but I ensure that I have my down time.

Who or what has been the strongest influence on your career?

The strongest influence on my career has been Horace Henry, the executive vice president of our company. Having worked directly with him when I became a part of the Prestige family his initial influence is what steered me toward doing more and achieving more in this industry and in the company. Our president, Trevor Wilson has a no nonsense approach which has also shaped my outlook because in this business you need that no nonsense approach at times, and as a business person overall.

What impact has social networking had on your business?

Social networking is essential in every business. Social networking allows you to meet others in the industry whether colleagues, competitors, supplies, supervising agency reps, owners (potential contracts), educators and others. Social networking offers the opportunity to learn about industry standards, industry innovations and industry concerns/issues. This enables us to determine what strategies, techniques or technologies we need to change in order to enhance our company operations.