



Ogden of Cassidy Turley discusses "glass ceiling"

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Name: Jennifer Ogden

Title: Senior Vice President

Company/Firm: Cassidy Turley

Years with company/firm: Joined in 2013

Years in real estate industry: 3 1/2

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Real Estate Associations/Affiliations: Member of the Real Estate Board of New York

How do you and/or your firm use social media?

I love Twitter and use LinkedIn regularly.

What is your biggest leadership challenge, other than the "glass ceiling"?

When you are smart, tenacious and good at what you do, there is no glass ceiling. It can be challenging to find the right people to work with that value your skill set and challenge you every day. Thankfully, I've been very lucky in my career, which is why I believe in mentoring and applying my expertise to community-based non-profits where I have served on board of directors helping organizations through strategic planning.

What is the most daring thing you've done for your career? How did it turn out for you?

Before I was in commercial real estate, I spent 10 years in finance as a banker and high-yield bond analyst. Changing careers was a bit a scary but working in commercial real estate has been so rewarding.

Which project, deal or transaction was the "game changer" in the advancement of your career?

I'm not sure I have one game changer. For me, it is really more about having several successful transactions and keeping strong relationships with those clients. A few of my high profile deals were Hewlett Packard's 34,500 SF new marketing facility, KPMG's relocation and a 32,036 SF sublease for Rodale.

What is the BEST advice you have ever received?

Follow your passion

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