



Carey of JLC Environmental Consultants discusses "game changer"

May 28, 2013 - Spotlights

Name : Jennifer Carey

Title : President

Company/firm : JLC Environmental Consultants

Years with Company/firm : 25

Years in field : 26

Years in real estate industry : 25

Address : 243 W. 30th Street - 7th fl, NY, NY 10001

Telephone : 212.420.8119

Email : jcarey@jlcenvironmental.com

URL : www.jlcenvironmental.com

Real estate organizations/affiliations : Real Estate Associations/Affiliations: Association of Real Estate Women (AREW) - Immediate past president; CCIM - member. Commercial Real Estate Women Network - national editorial advisory board member, Real Estate Perspectives Magazine - editorial board member, New York Commercial Real Estate Women

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

We at JLC like social media because it helps us build a network of like minded individuals. I enjoy connecting on Linked In and started a group there called "Women Building New York". The time it takes to really make it work and drive business is a job unto itself and can be limiting, but we are working to find the time to invest.

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

There is a business metaphor that says a company - which is like a "bus"- will succeed when you "get the right people, in the right seats on the bus". So getting the right people in the right positions in the company is always an on-going challenge.

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

Starting a business venture at age 24 with very little capital and making it work was probably the most daring thing I have done in my career and it have turned out very well.

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

Landing the renovation of the St. Regis on Fifth Avenue in NYC early in my career really helped our fledgling firm become established and showed that we could get the job done. It started out as a 6 month long project but changes in the renovation scope requested by ITT Sheraton, turned it into a 3 year long project. It was near the very inception of the firm and since then we have completed 20,000+ projects.

However this one gave us a strong sense of accomplishment that we were able to contribute to the project in a meaningful way.

What do you consider to be the most successful way to increase referrals? Join an industry networking group! The group doesn't have to be highly specialized. In fact, a diverse group, such as the various facets of the real estate industries represented in a group like the Association of Real Estate Women (AREW), gives you exposure to many aspects of the industry. Getting active, which help you get to know others, will expand your network and thus expand your referrals.

What is the BEST advice you have ever received?

The best advice I ever received was from a friend of mine who said to be true to your word and you really can't go wrong. (Thank you MaryLou!)

What is your favorite tip for balanced living?

Make sure you know your priorities and live authentically (meaning keeping your word but to yourself this time!) by those priorities, is a great way to stay balanced.

Where would you like to be in 10 years?

I look forward to encouraging the next generation of real estate professionals entering our industry. I will continue to work to contribute not only to the betterment of our industry and our city - but our planet as well.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540