



Professional Profile: Laura Walker, 2014

June 09, 2014 - Front Section

Name: Laura Walker, MBA

Title: Senior Vice President

Company: Citibank

Location: 750 Washington Blvd., Stamford, CT

Birthplace: New York

Education: MBA, Hofstra University; BBA, Hofstra University; Harvard Mentor Program

First job outside of real estate: Delivering the newspaper Newsday. I took over my brother's Newsday route at age 10. This was the beginning of my sales career by selling newspaper subscriptions. I won 7 incentive trips to Mexico, Puerto Rico, Florida and 4 cruises to the Caribbean. I delivered newspapers for 7 years.

First job in real estate or allied field: 1985 - Financial Analyst

What do you do now and what are you planning for the future? I help property managers, brokers and agents; REIT's: title companies, investment money management firms, insurance companies, law firms manage their operating cash. Every business needs a checking account, but there is so much more to it than that. In addition, to managing their foreign exchange risk and their international needs. Protecting clients from fraud is a key service I that provide. I advocate for clients regarding all aspects of banking as well as connecting them within my network. The future will include more clients, more revenue and increase opportunity!

How do you unwind from a busy day in real estate? Spending time with my family, working out and walking in nature.

Favorite book or author: David Allen - "Getting Things Done"

Favorite movie: "12 Years a Slave"

Last song you purchased/downloaded? "Wake Me Up" - Avicci

One word to describe your work environment: Stimulating

Rules to live by in business:

Work SMART - Specific, Measurable, Achievable, Relevant and Time Specific. If you could invite one person to dinner (living or dead) who would it be and where would you go? Ben Franklin at The Grand Canyon. What is your dream job? My current role is my dream job! My career at Citi has been so rewarding! My clients are fantastic!