



Ogden of Cassidy Turley discusses first job experience

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Name: Jennifer Ogden

Title: Senior Vice President

Company Name: Cassidy Turley

Years in Commercial Real Estate: 5

What were your biggest fears when you started out in your profession?

I had skills from my previous career but knew nothing about commercial real estate when I started. With no training program or classes, I had to learn exclusively by on-the-job training. Fortunately, I had a great mentor, Patrick Murphy, who taught me well and helped me overcome my initial fears.

What was your first job and what did you learn from it?

Commercial banking in the middle market lending group at Banker's Trust New York. I learned a lot about business and had direct access with various founders and owners of companies. Being aligned with decision-makers and helping them realize their dreams and goals is beneficial to any career.

What are you doing differently in 2014 that has had positive impact on your career?

I established a true business partnership with a wonderful, seasoned broker, Susan Kahaner. We have complementary skills, motivate each other and share a lot of laughs.

We truly love what we do!

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