



Janis of PWC: No place to go but up

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Name: Lenore Janis

Title: President and CEO, PWC

Company Name: Professional Women in Construction (PWC)

Years in Commercial Real Estate: 35

What is your favorite quote?

"Don't talk to me about concrete ceilings. Just give me a glass elevator on the way to the top."

What motivated you to step out on your own?

It was an easy decision: I had no place to go but up. There was no current or future "Prince Charming" in my crystal ball.

What was the biggest obstacle in launching your own business and how did you overcome it?

The main obstacle I encountered was money, or rather, a lack of it. I had no startup funds. However, thanks to the US SBA, I was able to embark on my business - at the time, it was ERA Steel Construction - through my first major loan.

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