



Newman of Simpson Gumpertz: Excited to spread the SGH name

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Name: Alexis M. Newman, MBA

Title: Corporate Senior Marketing Specialist

Company Name: Simpson Gumpertz & Heger

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@SGH_Engineering

What year did you start your career in commercial real estate:

Real Estate Associations/Organizations:

Society for Marketing Professional Services (SMPS)

National Association of Women MBAs (NAWMBA)

American Marketing Association

Beta Gamma Sigma (International Honor Society for Collegiate Schools of Business)

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What recent honor, achievement or recognition has meant the most to you and why?

Helping to create a successful events program for my firm in all six of our offices across the United States has been a challenging and rewarding achievement. Over the past year, attendance at our technical seminars and symposia has exponentially increased and we are proud to provide educational content that is both relevant and valuable to those in the real estate and AEC industry. I am excited to help the SGH name reach a wide audience and to make a difference in our industry.

Who or what has been the strongest influence on your career and why?

Growing up in a family of achievers has greatly influenced my career and has always motivated me to be the best at whatever I choose to do.

What is the first thing you do when you arrive in the office in the morning?

Grab a cup of green tea and check on the registration counts for our numerous seminars.

What time management strategies do you find to be the most effective for you?

Color-coded Outlook reminders and handwritten lists, so that nothing falls through the cracks!

What is the best advice you have received and who was it from?

A close friend once told me to stop and take a moment each day to check in with myself, because I am no good to anyone if I am neglecting my own well-being.

List 3 women that you would like to have drinks / dinner with and where would you go?

Oprah Winfrey, Jane Goodall, and Sheryl Sandberg - to their favorite restaurant of course

What is your favorite quote?

"The question isn't who's going to let me; it's who is going to stop me." - Ayn Rand

What did you want to be when you grew up?

A paleontologist.

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