



## 2019 Women in Real Estate: Erin Liberatore-Timko, Trepp, LLC

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Name: Erin Liberatore-Timko

Title: Director, Academic and Industry Relations

Company Name: Trepp, LLC

Association/Organization Affiliations (REAL ESTATE ONLY): CREW New York / CREW Network, Commercial Real Estate Finance Council (CREFC) / CREFC Women's Network / CREFC Education Committee. American Real Estate Society (ARES), Real Estate Research Institute (RERI).

What is your favorite motivational quote?

"Great things never come from comfort zones."

Who inspired you to join the CRE Industry?

I joined by pure luck and I stayed because of groups like CREW New York. I knew from the start I wanted to be a part of the CRE industry because it is so dynamic. I have been lucky to see the industry from a couple vantage points: I have worked for two real estate trade associations and have been at Trepp for almost four years. My role at Trepp provides me an opportunity to work with another aspect of the industry which is the academic community. I work towards bridging the gap between academia and industry. Trepp's CEO and CREW New York member, Annemarie DiCola has been an extremely supportive mentor and role model for me throughout my career.

How do you hold your own in a negotiation?

By negotiating with strategy and empathy. That is key to finding the link between what you want and the other party. It often takes creative problem solving to reach a solution but there is always a way to make it work.

What books, blogs, podcasts, resources or influencers would you recommend to women?

Author Fran Hauser of "The Myth of the Nice Girl" is inspiring and her book provides great tips and advice. I was on a panel she moderated for Trepp's Speaker Series last summer. She is an inspiration and resource for women. CREW New York has been an excellent resource in helping me advance in the CRE industry.

What was one of your biggest accomplishments in the last 12 months?

I traveled to Hyderabad, India on my first international business trip to represent Trepp and speak on a panel at a symposium of 400 attendees. It was my first panel and major speaking opportunity. While I was in India, I had an opportunity to provide in-office training and guest lecture to a class at the Indian School of Business (ISB).

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