



## 2019 Women in Real Estate: Karen Gamba, Ellipsis, LLC

September 17, 2019 - Spotlights

Name: Karen Gamba

Title: CEO and Founder

Company Name: Ellipsis, LLC

What is your favorite motivational quote?

"A dream you dream alone is only a dream. A dream you dream together is reality."

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

Author and speaker Julia Pimsleur "Million Dollar Women;" Lily Singh—or IISuperwomanII—is a comedian, actor, and writer from Canada. She's one of the top female influencers who makes funny videos for YouTube. I recommend "Stories from The Hidden World of Girls" with host Tina Fey.

Who inspired you to join the CRE Industry?

It was an accident, a career move where I got to work at a mid-sized law firm working on their real estate business development. It was an incredible experience to learn about commercial real estate, from the bird's eye view of some of the city's most influential lawyers. Special mention to attorney Belinda Schwartz, who chairs Herrick's Real Estate Department, one of the largest commercial real estate law practices in New York City.

How do you hold your own in a negotiation?

I never lose my cool and I stick to the core values of what made me start my business in the first place and that is to focus on the retention of the relationship even if the deal doesn't close. Remain honest and civil and I make sure that no matter what happens or how heated things may get, I retain the relationship and treat all the people I am dealing with respect and dignity.

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

"Only amateurs fight for free," which is be a borrowed quote, but was used often by my mentor at the time, Harry Dublinksy, managing director of the Real Estate and Construction Services Group at EisnerAmper.

What recent project or transaction are you most proud of?

My "State of Alternative Real Estate Financing" event that drew some of the most innovative minds

in real estate. My event featured, Jane Weng, CEO of Mighty Wisdom Capital; Frank Muhlon, managing partner at CrowdStreet, Blair Smith, chief investment officer at the Upper Manhattan Empowerment Zone, Johnetta Paye, Esq., equity partner at the Tulsa Real Estate Fund (the first fully minority-owned real estate crowdfund), Joseph Tufariello, president, capital advisory at B6 Real Estate Advisors and Robert Koen, member and chair, real estate finance at Mintz. The event drew senior executives and professionals from across the real estate industry for an informative discussion about how real estate is evolving.

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

Starting my "Against The Current" property under Ellipsis, LLC that focuses on content production and PR for a variety of companies, from B2B to Fortune 500 companies around the world. I am excited to be involved in a field that truly evolves by using innovative technologies to continue to connect my clients to unique opportunities in markets around the world.

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