



2019 Women in Real Estate: Ruth Tang, KPMG LLP

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Name: Ruth Tang

Title: Partner

Company Name: KPMG LLP

What is your favorite motivational quote?

“With the new day comes new strength and new thoughts.” ~ Eleanor Roosevelt. I named my third child Eleanor.

How do you hold your own in a negotiation?

I know my value and I do very well under pressure. The key is to know your client and their business needs, always go in prepared and confident.

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

My mother demonstrated to me in life how positivity can be contagious. So I conduct myself with a very positive attitude in life and at work.

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

Look around in your community, company, or trade group, and you will quickly see that many of us are trying to do the same thing, which is to motivate and maintain a reasonable gender balance in the real estate domain. At my firm, I often reflect on the inspiring network of KPMG women that believed in me and raised their hand for me. They have inspired me to be the source of motivation for the future women leaders in our business.

Who inspired you to join the CRE Industry?

Looking back, I can honestly say that I joined my firm after college looking to learn as much as I could about the real estate business. But it was the incredible women at KPMG that inspired me to stay.

What recent project or transaction are you most proud of?

I've been working on educating the industry on socially responsible investment strategies and the benefit of measuring their progress with impact metrics that are meaningful. We work with our clients to develop data and analytics tools to achieve these goals. Specifically, I have been deeply involved in Qualified Opportunity Zones, a federal tax incentive program that is part of the Tax Cuts and Jobs

Act of 2017. Designated qualified opportunity zones represent low income communities across America that require much needed investment dollars. We work with companies and stakeholders on measuring the true impact to these communities economically and socially.

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

I was promoted to partner of my prestigious firm. It is something I worked hard for as a working mother, and I believe it has served as inspiration for many behind me.

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