



2019 Ones to Watch: Karen Hurd, Baker Tilly

November 05, 2019 - Spotlights

Name: Karen Hurd

Title: Managing Director

Company Name: Baker Tilly

Address: One Penn Plaza, New York, NY

Real estate organizations: CCIM, CREW Network, ICSC and NAIOP

What do you consider to be your greatest success in the past 12 months?}

In 2019, I accepted a new position and joined Baker Tilly, a leading advisory, tax and assurance firm. Baker Tilly works with many types of real estate investors across all segments of the industry, commercial, residential, hospitality, medical, retail, industrial, mixed use. As managing director, national business development, in our real estate and construction practice group, I work with our team to help our clients realize greater value from concept to completion of all kinds of projects. After 20 years in the business, I am excited to say I am still learning from some top real estate consultants and tax professionals in the industry. I view this as success.

If you have a mentor, who is it and how has this relationship influenced your professional growth?

I will keep my mentors names anonymous. Each mentoring opportunity pushed me to look at situations from another person's perspective. I believe you have to always consider all parties to a conversation and listen. Being aware of listening intently definitely helped my professional growth—especially when it comes to building relationships not to mention when you are sitting at the negotiating table.

How have your life experiences impacted who you are professionally?

The most difficult experiences I encountered always presented a new growth opportunity for me. They also presented a time to pause, reflect and recalibrate. I would say these were the moments that I experienced my biggest career growth and development.

Who or what do you attribute to your success?

Hard work, setting goals, dedication, and showing up. Showing up is 80% of success. Achieving goals comes from putting in the hard work and staying focused and dedicated. That said, you have to know when it is time to recalibrate to stay on track. Being genuine and helping others has also

served me well and is a big part of what I consider “success.”

?What advice can you offer to someone who is just getting started in your industry?

Each day is a gift and each day presents exciting new challenges. Make sure you establish a “Relentless Daily Practice” in everything you do and put your best effort into each daily task.

What was your favorite thing to do when you were a kid?

Travel and explore outdoors.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540