



2020 Women in RE: Trisha Connolly, B6 Real Estate Advisors

May 19, 2020 - Spotlights

Name: Trisha Connolly

Title: Senior Managing Director

Company Name: B6 Real Estate Advisors

List up to three associations or organizations that you are presently a member of:

Marquette University Real Estate Executive Board

NAIOP

Harold E. Eisenberg Foundation

Real Estate Finance Forum

Marshall Bennett Institute of Real Estate | Roosevelt University

What recent project, transaction or accomplishment are you most proud of?

I am proud to be a partner to women in commercial real estate. I have an all-female team currently and we are hoping to pave the way for other women in our industry. My favorite transaction and one that will always be special to me is 338-342 N. Rodeo Dr. It was the first transaction I closed on my own and it was \$122 million on the 50-yard line of Rodeo Dr. This transaction is also how I met my boyfriend and soon to be partner for the rest of our lives. Love is very hard as a career driven woman, traveling four times a month, constantly at work dinners, running late to everything, but eventually you find balance and it works out. It may not work out on your timeline, but don't rush it. You can have it all.

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

Being a part of organization that keeps you energized and engaged. There are women in the industry and they do belong to organizations, but the most beneficial organizations will be ones that you are interested in. You will meet a few women that will impact you along the way and bring great energy and ideas to organizations that you are excited about participating or engaging in. Books: "Becoming," Michelle Obama's book. I loved it. "Never Split the Difference" – just read it. Whether you are trying to stay up on current events, reading Crains, Bisnow, WSJ, whatever it may be, find a few articles that interest you in those publications. I just told my team this week that it's not about reading everything in these publications, it's about taking away things you can learn and add value

in our everyday life. There are plenty of articles to read, pick a few headlines that interest you and try to soak up what you read and apply it to your work. It really makes a difference when you focus on a few things and you'll start picking up on the stories that you will benefit the most from learning.

What is one characteristic that you believe every woman in business should possess?

Confidence with awareness and willingness to listen. Command a room with enough presence that demands attention, not because your acting in a bullish way, but in a way that deserves respect and attention because of your knowledge and leadership in your field. Confidence can lead to its own challenges as women tend to overuse that power, project confidence in a way that exemplifies your knowledge in the business but is collaborative with peers, colleagues or direct reports. Be a leader! Listening to one another is how we all continue to learn from one another. Women, now more than ever, need to join forces and fight our challenges together. Let's continue to build one another up and bring diversification to our industry.

What would you tell your daughter if she was interested in following in your footsteps?

Never give up. My mom still to this day tells me how proud she is of me and when I hit a roadblock, she will continue to remind, there is a way out, take a breath and you will find the right way. The answer may not always come to you right away, but take a different angle, come back to the problem and hit head on from a different angle. The answer will present itself to you if you continue to push. Don't stop pushing through roadblocks. Push hard with class and sophistication.

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