



2021 Women in Professional Services: Karen Rodgers, Vantage Point Capital, LLC

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Name: Karen Rodgers, Esq.

Title: Senior Vice President, Chief Legal Counsel

Company Name: Vantage Point Capital, LLC

How do you keep your team motivated despite conflicts and obstacles?

I think the most important element of motivation is to provide a constant uplifting “we can get through this together” demeanor. The changes we saw in 2020 seemed insurmountable from a deal perspective but we partnered with the right resources and all got through it together.

Women have made significant progress in the last year towards equality in the workplace. How do you advocate for your fellow women in real estate?

Cross marketing! I always look to my fellow women colleagues for inspirational ideas and ways in which we can leave an impression together each time we enter and exit a room. Some of the most brilliant legal minds I’ve encountered have been women in real estate and I’m proud to partner with such an intellectually impressive group.

Why should women consider a career in commercial real estate and related services?

I think that women have a unique, slightly more sensitized and often more persuasive approach to changing market conditions. That unconventional perspective can help direct real estate investors, landlords and tenants toward unique opportunity in what had been a traditionally male dominated industry.

How have you adapted and changed in the last 12 months?

Learning to be efficient and professional from a home setting was challenging, and I think the logistical hurdles of document execution, delivery and closing funding in an environment absent of support services taught me the importance of team work and cross-utilization of resources.

In the past year, what project, transaction or accomplishment are you most proud of?

I am proud to have partnered with lenders and skilled nursing operators to provide funds and resources to so many facilities challenged by the effects of COVID-19