



2021 Women in Professional Services: Mia Abdou, RM Friedland

March 23, 2021 - Spotlights

Name: Mia Abdou

Title: Real Estate Salesperson

Company Name: RM Friedland

Real estate associations or organizations that you are currently a member of:

ICSC;
The Pipeline for Women

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

Despite all of the challenges that retail and the office markets faced in 2020 due to the interruption of life in general due to the pandemic, I'm most proud of being recognized by Costar Group as a 2020 Power Broker for top retail leasing in N. Manhattan and The Bronx.

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

Women by nature are detail oriented and incredible multi-taskers and those traits are essential for a successful career in real estate and related services.

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

The unforeseen events of the Pandemic and aftershock has changed all of us in many ways, when there's change, we are forced to find creative ways to adapt to the shift. I have made sure to keep in close contact with landlords/tenants to help them adjust and bridge the gap of communication during a time when everyone felt isolated and found it hard to communicate.

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

I make sure to keep in mind and remind the team to stay focused and use every obstacle as a stepping stone to reach the goal.

What steps have you taken to ensure the continued success of your firm?

I always conduct transactions in the most professional, detailed manner to continue building a

strong database of references and ensure that the firm has a pristine reputation.

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?

Although I'm very proud of the progress that's been accomplished thus far however, I do believe we have a long way to go in all industries.

What books or social media influencers would you recommend to other women?

"Secrets of Six-Figure Women" by Barbara Stanny who's journalist, motivational speaker, and financial educator, identifies the seven key strategies of female high earners: Profit Motive, Audacity, Resilience, Encouragement, Self-Awareness, Non-Attachment, and Financial Know-How.

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