



2021 Women in Professional Services: Millie Becker, RM Friedland

March 23, 2021 - Spotlights

Name: Millie Becker

Title: Real Estate Salesperson

Company Name: RM Friedland

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

Board of the Business Council of Westchester member;
Board of the Westchester Medical Center Foundation.

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

In the past year I am very proud of how the RM Friedland Team quickly adapted to the “new normal” and continued to transact business. Leadership and staff made sure that we were all kept informed of all the new rules and regulations and worked to keep us safe, all while navigating a move to new office space.

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

The challenge has been to keep moving forward while the world seemed paralyzed. Staying positive and maintaining contact with clients, customers and friends has helped me to attract new business.

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

Women can be very successful in commercial real estate because they have the female advantage. They are great communicators , perceptive and are generally very detailed oriented, women are also often underestimated, which I see as an advantage.

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?

I have always been an advocate for women owned business, through WEDC, the 100 Hispanic Women and the Business Council of Westchester—I push for a bigger piece of the pie.

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

Working from home has given me a new appreciation for the office. I have had to rely more to technology and how I look on Zoom.

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

I really like Sheryl Sandburg's "Lean In" books. She chronicles real life situations that we all have to face. I also like Malcom Gladwell. I recommend the "Tipping Point's." This book gives examples of how ideas can spread a lead to success, by doing small things!

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