



## **2021 Women in Professional Services: Cynthia Thomas, Garfunkel Wild, P.C.**

March 23, 2021 - Spotlights

Name: Cynthia Thomas

Title: Associate

Company Name: Garfunkel Wild, P.C.

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

American Health Lawyers Association

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

In past years I would have noted the closing of my largest and most complicated transactions, with the most challenging legal issues, as the accomplishment I was most proud of. However, in a year as difficult as 2020, I am proudest of closing on assets that have faced some of the biggest hurdles and obstacles presented by COVID-19. In the nursing home industry, which has endured tremendous upheaval, I was able to close several transactions while battling through myriad issues presented by COVID-19, such as staff and patient safety and conducting normal diligence in the face of visitation bans. Simply managing a smooth transaction through to a successful closing in these incredibly adverse circumstances has been the most satisfying experience for me in the past year.

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

I have tried to approach everything I do with more patience and understanding. It is an extremely difficult time right now for many people and we can all benefit from a little more compassion.

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

Delving into the dynamics of various market trends and movements in order to better understand the business risks associated with a given transaction and how I can best protect clients from adverse market changes. A firm will only ever be as successful as its clients, so keeping a single-minded focus on successful outcomes for your clients is always the best way to ensure your firm's continued success.

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

The market is continuously changing and evolving which in turn means that the work is challenging and fast-paced. There are countless opportunities to learn and grow.

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

Communication. Everyone needs to feel involved in the processes and have their voices heard.

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 think, supporting one another and celebrating each other's achievements is an extremely effective way to advocate for women in any workplace and in any industry. Empowering one another, championing each other's ideas, offering mentorship and support will lead toward even greater progress in the future. COVID-19 tested all women in the workplace this past year but supporting each other proved that we can continue to progress towards true equality.

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

I do not have one particular book or social media influencer I would recommend. I think it is important to find someone who speaks to your particular interest and goals, and take from them the tools that are most effective for your current situation.

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