



2021 Women in Professional Services: Judy Guarino, JPMorgan Chase, Commercial Mortgage Lending

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Name: Judy Guarino

Title: Executive Director & Regional Manager

Company Name: JPMorgan Chase, Commercial Mortgage Lending

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

It is so much fun! Being able to understand and know what it takes to create the bricks and mortar of our great city is very enlightening. Being a part of the change and growth of our neighborhoods is very rewarding.

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

Personal development is very important to me. Having a clear growth mindset is what drives my continuous success. One of my favorites on social media is Mel Robbins, and I also start my mornings on You Tube searching a quick morning motivational clip.

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

Knowing when to shutdown from work and electronics to spend time with your family, preferably enjoying outdoor activities and adventures.

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

I am most proud of my team and clients who have shown the highest level of resiliency. With the pandemic presenting challenges for the commercial real estate industry, our strong partnerships with our clients was apparent. We have been there to support, listen and assist our clients in any way we can and to make it a little easier to get through it all.

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

Staying connected! Transparency and very thorough communication have been so important with keeping everyone informed and having tools to stay connected to support our clients.

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

Staying connected, have some fun and support flexibility. Work life balance has never been more important than over the last 12 months.

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?

Leverage those who inspire you most in the industry. You will be surprised of the response, knowledge and support you will receive. It's important to me to stay connected with other women in the industry to support and drive the continuous growth of women in real estate.

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