



2021 Women in CRE: Megan Elgard, The Falcon Group

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Name: Megan Elgard

Title: Director of Business Development

Company Name: The Falcon Group

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

My biggest accomplishment over the last year was stepping into the role of the director of business development and rebranding the company. I have been working very hard towards this goal of mine and when the opportunity came about, I was ready to take on the challenge and show Falcon everything that I can bring to the table. Falcon now has a new website, logo, and a fresh look going into our 25th year anniversary.

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

During this difficult year and everything being over zoom, I have had to dig for different ideas to keep everyone engaged and motivated while many working from home. Checking in with the team weekly via Zoom or a phone call, scheduling fun events via Zoom like a happy hour or trivia night, setting clear goals with each employee over the year to come. Fostering collaboration with the team and offering opportunities for self-development. Another big one is to not micromanage. Have trust in your employees and team to get the job done.

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

Top two books that I recommend are "Hardball for Women: Winning at the Game of Business" by Pat Heim, Tammy Hughes, and Susan Golant and also "She Means Business" by Carrie Green.

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