



## 2021 Women in CRE: Shabana Rizvi, Lynx Mortgage Bank LLC

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Name: Shabana Rizvi

Title: Senior Vice President MLO# 35362

Company Name: Lynx Mortgage Bank LLC

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

In the past year with the difficult environment, I was very satisfied when I was able to refinance a multifamily property, particularly in scenarios where the landlords were facing difficulty collecting rent. It was quite a challenge, but it helps to remember to be patient and keep working with the client until you help them reach their goals.

How do you contribute to your community or your profession?

I contribute by trying to understand each and every one of my clients and their needs. Coming from a South Asian background, my ability to speak another language allows me to help others in my community who may have a language barrier and want to access commercial real estate services.

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

I keep my team motivated by having a positive attitude and reminding them that “you have to go through the valleys to get to the mountain.” Everybody starts the climb at the same spot, only the ones climbing make it. Nothing lasts forever except being stagnant. Keep moving forward—don’t worry about the pace.

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

To be very honest, my answer here is, “Why not?!” Women should consider all careers and options available to them. Definitely learn as much as you can before you pick a career path and be prepared to learn every day: On the job, and on your own. You have what it takes! CRE and related services are a great option and I’d recommend reaching out to someone with experience to get more details.

Tell us a thing or two about you that is NOT on your resume or LinkedIn profile?

Family is the most importance thing in my life—everything I do is for them. Not all days at work are good days but it’s important to remember your “big why” through the ups and downs. For me, that’s my family. A fun fact about me—I love music and dancing! Music lifts my mood and makes me feel

good—and it's important to bring that positive energy to everything I do—including work.

How do you advocate for your fellow women in real estate?

I belong to a few networking groups and always try to refer business to other women and work with other women business owners. I also support young women who are at the beginning of their careers and encourage them to learn as much as they can, ask questions, and speak up when they face challenges. I want to make sure that women in our industry can achieve their goals, feel supported, and participate in creating equal and equitable work environments.

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

I recommend checking out CREW Network, which is an international group of women in CRE. I also have heard Beth Azor speak and think she's terrific. I absolutely encourage women to engage with whatever form of media they enjoy most (podcasts, articles, social media) to learn as much as they can about CRE and how to engage new clients.

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