



## 2021 Women in CRE: Marjory Cajoux, The Law Offices of Marjory Cajoux

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Name: Marjory Cajoux

Title: Founder and Owner

Company Name: The Law Offices of Marjory Cajoux

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

In the past year my biggest accomplishment outside of surviving COVID was the establishment of my social media and marketing department. While in quarantine I started receiving calls from clients in various states of distress. These encounters made me realize that my voice needed to be heard in a new way—I got on social media. My first article was well received, and others quickly followed. Today we have a full department and have become a source for many people in the French speaking community living abroad. My second stroke of genius was hiring my professional legal administrator (PLA), together we have made great strides, my firm is now better than ever.

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

I am an avid reader and as such would recommend the following:

Books: “The High 5 Habits” by Mel Robbins, “You 2: A High Velocity Formula for Multiplying Your Personal Effectiveness in Quantum Leaps” by Price Pritchett, “Awaken the Giant Within” by Tony Robbins, and “Eight Pillars of Prosperity” by James Allen

Social Media Influencer: John Assaraf, Tom Ferry, Les Brown and Mel Robbins

How do you contribute to your community or your profession?

This year marks the 25th anniversary of my firm and in that time we have helped a great number of families and businesses manifest their American dreams. We lost many clients to the Coronavirus, which was in large part unforeseen and therefore unplanned. As a result, we helped families settle their loved ones’ estate, successfully gain legal status in America, save their homes from foreclosure, as well as purchase or sell their properties. While it is true we have always offered these services, the pandemic required a different skill set because we often represented the interest of the deceased and helped their families realize their wishes in instances where the death should have voided the entire petition.

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

The firm has a current staff of just under 20. My ambition has and will always be to build a pipeline of future law professionals by creating opportunities for growth and nourishing their development. However, maintaining that standard in a virtual working environment proved challenging. Hence my PLA and I focused on creating moments by hosting catered lunches; distributing gift cards, giving out cupcakes, and also offering meditation sessions during our lunch hour for all who are interested. We also celebrate office/team milestones, birthdays, anniversaries and holidays using our web chat forum. Thereby keeping our mission in sight and giving our employees a reason to continually give their best.

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

I have been doing commercial and residential real estate transactions for over 20 years. During that time I have seen a healthy rise in the number of women entering the industry and making their mark. In the past we have worked with female title closers, mortgage brokers, attorneys and property appraisers. I often make it a point to refer business to them or collaborate with them whenever I have a deal that I am working on.

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

The versatility of it all. The real estate industry in many ways is still uncharted. There remains room for improvement, creativity and innovation particularly for women focusing on underserved communities. It's also one of the few industries where you can literally name your price meaning you can make as much or as little money as you desire. While barriers do exist, especially for women, for those with the grit to persevere it's lucrative and well worth the battle.

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

I love to travel and would consider becoming a travel vlogger once my legal career is over. I am also an avid fan of figure skating and tennis. My all time favorite ice skating pair was Sergei Grinkov and Ekaterina Gordeeva and my favorite tennis players are Serena Williams, Naomi Osaka and Coco Gauff.