



2023 Women in CRE: Mary Guarino, ERG CRE/Short Term Capital

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Mary Guarino
Finance Director

What recent project, transaction, or accomplishment are you most proud of? My family has been in the business for over 30 years and actively lending. I was recently tasked with starting an additional company, branding it and marketing it to expand and take our lending business to a new level. It was difficult to create a new company while maintaining our credibility. I was faced with many challenges but successfully established Short Term Capital, built a website and we have since closed a number of deals, most recent one being a \$4 million loan on a commercial building in Midtown Manhattan.

What are the most important factors women in your industry should consider when choosing a firm to build their career with? For both women and men... relationships are everything! Relationships are crucial when building your clientele but the relationships you establish within a firm are just as important. Surround yourself with people that want to see you succeed and will help you along the way. A little friendly competition is okay because it will keep you on your toes but ultimately you want to make sure that the people you are building your career with have your back.

Who inspires you most? What qualities do they possess that inspire you? My father inspires me most. His hard work and dedication are unparalleled. He's encouraging and supportive. Optimistic but realistic. Honorable and brilliant.