



2024 Women in CRE: Arielle Frost, Rosenberg & Estis, P.C.

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What recent project, transaction, or accomplishment are you most proud of?

As a transactional attorney, I have to be a dealmaker while simultaneously protecting my clients and helping them negotiate the best possible terms to accomplish their goals. This often requires creativity and agility, especially in today's challenging financing market. I recently closed a \$230 million construction loan in four phases to allow our client to start drawing funds even though the four lenders and one city agency were not able to commit to their portions of the loan at the same time. Successfully structuring and closing this loan to accommodate our client's funding needs was a rewarding experience.

What are the most important factors young women should consider when choosing a firm to build their career with?

Look at whether women hold leadership positions within the firm, whether the firm is focusing on DEI initiatives, and whether there is transparency regarding the criteria to advance through the ranks. Consider whether the firm is willing to clearly set forth and commit to how you will be compensated. Ask to speak to other women at the firm during the hiring process and ask the tough questions that you may be nervous about asking. Then analyze everything you have learned about the firm and ask yourself if you believe you will be valued, respected and fairly compensated at the firm.

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