



2024 Women in CRE: Rachel Radner, GPARENCY

September 24, 2024 - Spotlights

Rachel Radner
VP of Sales
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What recent project, transaction, or accomplishment are you most proud of?

Recently, I took on the challenge of working directly with a new group of CRE brokers who had no prior experience. By understanding each broker's needs through daily one-on-one calls, building their confidence with clients, and providing tailored resources, I've successfully guided over fifteen new brokers each month to secure their first deals. The most rewarding part has been witnessing the growth and success of individuals who started with little to no experience. It's incredibly gratifying to help shape the next generation of top-tier mortgage brokers in America!

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

Working for a firm where the boss builds employees includes every factor a pioneer in the workforce should consider. A supportive boss provides the foundation for a fulfilling professional journey, opening opportunities, mentorship, and a growth-oriented environment. The boss will instill trust and confidence in each employee to carry out tasks delegated based on individual strengths. Mistakes become stepping stones for growth, opinions are valued, beginners become experts. The future of a career is built. Successful employees are not a threat, but a badge of honor. By choosing a company where the boss fosters employee development, it is the best investment in one's career success.

New York Real Estate Journal - 17 Accord Park Drive #207, Norwell MA 02061 - (781) 878-4540