



## **2024 Women in CRE: Lauren Curcio, The Polsinelli-Graff Team**

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Lauren Curcio  
Executive Director  
Compass; The Polsinelli-Graff Team

What recent projects, transactions, or accomplishments are you most proud of?

I'm proud of the recent deals I've done in investment sales and leasing with Adelaide Polsinelli, vice chairman of Compass. I not only met but exceeded the expectations set by both my clients and my team. It was a challenging yet rewarding experience that reinforced my ability to deliver under pressure and highlighted the strength of our collaborative efforts. This accomplishment stands out because it wasn't just about closing a deal; it was about creating long-term value and fostering relationships that will propel us forward. I have been named in several publications like Crains 20 in their 20s and Commercial Observers 30 under 30.

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

Although there are many important factors that young women should consider, I believe that the most important factors are culture, and leadership/mentorship. It's critical that firms share similar values and business ethics that align with your beliefs and personal goals. Having a strong mentor is so important to set the foundation to learn and foster growth. Additionally, the dynamics of the team and the overall work environment are crucial factors in long term happiness, and career development.

Who Inspires you most? What qualities do they possess that inspire you?

Throughout my career, I've been fortunate to be surrounded by many inspiring individuals, but my team leader and mentor, Adelaide Polsinelli, stands out as a major influence. She is a woman I truly admire for her tenacious work ethic and dedication to continuous improvement—both for herself and her team. Adelaide often tells me that she wants me to surpass her achievements, and having her as a mentor who recognizes and nurtures your potential is something truly rare and invaluable.

Which professional organization(s) would you recommend to women just starting out in your industry?

I would recommend joining Women In Real Estate (WIRE), The Real Estate Board of New York (REBNY) Women's Network, and Real Estate Women of New York (REWNY). All of these groups provide excellent opportunities for women to build connections, gain insight, and get started in the world of Real Estate.

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