

REAL ESTATE FORUM PRESENTS

# WOMEN OF INFLUENCE 2017

Grit and tenacity sum up this year's roster of influential women. Using a playbook written almost exclusively by them, many of these extraordinary professionals embarked on commercial real estate careers at a time when this wasn't commonplace. Having climbed up the ranks to leadership positions within both public and private endeavors throughout the country, they're all resolved to surpass their prior achievements.

Another theme among these professionals is the superhuman pace of multitasking that women are known to have perfected. Many hold more than two positions, whether in the nonprofit, mentoring or personal arenas, in addition to their full-time obligations. And they do so effortlessly, often taking on additional duties simply because there is more work to be done. Those who have not had the privilege of crossing paths with these individuals would benefit from discovering the magic formula that keeps these impressive women motivated to grow and have an impact on the world around them every day.

REAL ESTATE FORUM is proud to present this year's roster of Women of Influence. Selected from hundreds of standout nominations, the 50 individuals profiled on the following pages are not only successful in their endeavors, but also serve as inspirations to nearly everyone they've touched in the worlds of both business and community.





**MICHELE N. REALE**  
 Partner and Tenant Representative  
 The Shopping Center Group  
 Atlanta

With 29 years in the business, Reale's most impressive skill is her consistency. What really drives her is creative deal-making—the drilling-down process to formulate the best possible option to move from point A to point B. Reale routinely juggles 10 to 15 clients, with an average of 30 to 40 transac-

tions per year. Since 2005, she has orchestrated 314 transactions valued at approximately \$334 million. But for Reale, her greatest accomplishment is achieving this professional level of success while maintaining a personal role in her teenage sons' school interests and extra-curricular activities. She tells young professionals: Show up early. Study hard. Choose a company. Mentor wisely. Mastering these skills will solidify a new professional's foundation.



**JACQUELINE S. RHONE**  
 Executive Director, Real Estate  
 Greystar  
 Houston

Rhone began her multifamily career when she was still a teen, working as a part-time leasing agent. More than 30 years later, Rhone's reach is so extensive that it's nearly impossible to quantify, but directly or indirectly, she has been a critical part of the

company's success across all business areas, nationally and globally. Because promoting CRE as an intentional career choice is a challenging feat, Rhone works with the TAA Education Foundation—she was appointed TAA president this year—and San Antonio Community College. She says, "You have to find out where your passion lies. When you figure that out, find the best person at their craft, be taken under their wing and earn your stripes. And, if your goals don't change, you're stifling yourself and you lose your edge."



**SHERRI W. SCHUGART**  
 CEO, Core Fund, REIT & BDC Group,  
 Hines  
 President and CEO, Hines REIT  
 Houston

Since joining Hines in 1995, Schugart has not only added several titles to her business card, but has also taken part in the raising and managing of more than \$15 billion for several of the firm's institutional and public funds. She recently became the first female appointed to the Hines executive committee, and is also the executive sponsor for the new OneHines Women's Network to achieve better gender diversity in the CRE industry. Schugart was named one of the 2017 Outstanding Women in Business and Finance by Women's Resource of Greater Houston. Her advice to young women in CRE is "roll up your sleeves and learn. When you combine a strong understanding of real estate fundamentals with the ability to manage for the bottom line, you have developed a differentiator for yourself and your career."





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