

## Developing Leader Profiles . . . People you Need to Know



**Name:** Mary Lucas

**Company:** Trammell Crow Company

**Position:** Associate, Development & Investment

**Age:** 32

**Education:** Boston College, BS Finance & Marketing

**Years in Real Estate:** 2.5

### 1. What led you to work in the Real Estate industry? Describe your current responsibilities:

- The notion of working in Real Estate has always been a voice in the back of my head. Capitalizing on six years of sales, marketing and management experience; I knew my personal strengths fit well with the Real Estate Development sector. I am a self-starter, value relationships and have a strong work ethic. I desired a growth oriented company with strong culture where advancement was based on performance. Trammell Crow Company provides me that and a lot of fun at the same time!
- I am responsible for development and acquisition activities throughout the Midwest, including sourcing and underwriting new opportunities, developing capital relationships, and helping to manage the company's entitlement and development process. I support project management and financial oversight for the group's portfolio of projects. I also manage the marketing and branding strategies for projects in the development phase.

### 2. Who has been the biggest influence in your career?

- My mother, Ellie. I admire her entrepreneurial spirit, business acumen and creativity in solving problems in work and life. She had a successful career in PR and is now Founder and CEO of a non-profit organization whose mission is to change the trajectory of hunger-relief for Minnesota's children. She taught me to be independent and self-sufficient, to work hard for what you want and enjoy the journey!

### 3. Where do you see yourself in 5-10 years?

- I envision myself with Trammell Crow Company where I have further developed my experience and understanding of the development process. I plan to be an independent thought-leader, continue to ascend in my role with the company and provide more efficiency for our team.

- 4. How long have you been involved with NAIOP and what do you view as the benefits of your NAIOP Developing Leader membership?**
- I joined NAIOP in January of 2015 after I began working at Trammell Crow Company. I have met some wonderful people and made great connections. The NAIOP Developing Leader membership is a great way for someone earlier in their career to meet, engage and learn from experienced successful real estate professionals through networking events, unique educational speaker series and mentorship opportunities.
- 5. What are the three most important qualities you think a real estate young professional should possess?**
- Tenacity
  - Ambition
  - Integrity
- 6. What is the most important lesson you have learned during your career?**
- Work hard and don't be afraid to take risks. If you maintain integrity and focus it will take you a long way. Follow your passion and do what makes you happy. Treat others the way you want to be treated. Trust your gut.
- 7. What is the best piece of professional advice you have been given?**
- It's a marathon, not a sprint.
- 8. Outside of work, how do you enjoy spending your time?**
- Spending time with family and friends, cooking, exercising, traveling and hanging out with our dog, Hutch.
- 9. What's your favorite building in Chicago?**
- The Chicago Water Tower might not have much on the tall skyscrapers but it's one of the only buildings to survive the Great Chicago Fire of 1871. I used to live by the Chicago Water Tower and walked by it often. I love the architectural history of Chicago and what the Chicago Water Tower signifies for the development of the city.



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