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WX HOSTS 2019 WOMAN OF THE YEAR GALA HONORING PAULA SCHAEFER

NEW YORK, NY— WX New York Women Executives in Real Estate (WX) hosted its **Annual 2019 Woman of the Year Gala** on Thursday, November 14, 2019 at The Pierre Hotel in New York City. The sold-out gala honored Clarion Partners LLC's Senior Vice President Paula Schaefer for her accomplishments as a leader in the real estate and financial industries as well as her contributions to WX over many years.

Honoring a Commitment to Advancement of Women

Paula has been active in the commercial real estate industry for more than 25 years as a former Managing Director at Morgan Stanley, before joining Clarion Partners LLC in 2013 as the Chief Operating Officer of the Client Capital Management Group. Paula has been a committed and influential member of WX Inc. since joining the organization in 2005. She was President of WX from 2014 to 2016, served on both the WX Board and the Charitable Fund Board, is a school liaison for the WX Scholars Program and has been a Mentor in the WX Mentoring Program for many years. As a longtime member of WX, Paula is an inspiration to and a consistent voice for the development of young women entering and advancing their careers in all aspects of the real estate profession.

Sonny Kalsi, President of BentallGreenOak introduced the honoree saying, "Paula has been a dear friend, an amazing colleague, and most importantly a wonderful inspiration to many women and men in the real estate industry, and that's why you have a great showing here tonight." Kalsi also commented how WX is leading the way in equity and inclusion in the industry.

WX President, Beth Zafonte, Director of Economic Development Services at Akerman LLP noted "Paula's leadership and guidance has helped shaped WX into what it is today. When asked, other members of the organization, described Paula as 'loyal, classy, unflappable, genuine, capable, caring and fierce.'" WX was delighted to recognize Paula's contributions to the organization and its mission.

In Paula's remarks, she thanked WX for this recognition and the sponsors who made the event so special. During her remarks, Paula reflected on her career and shared five lessons that continue to shape her career: 1) Choose your sponsor well, 2) Make your own destiny, 3) Relationships matter, 4) Be a champion for change, and 5) Find your community. Paula concluded that many people in the real estate industry say there aren't "enough qualified female candidates" in the industry, but after scanning the room that evening, she noted it is difficult for her to believe that is true. She closed with an appeal to the audience to become a champion for change in your organization and in the real estate industry.

Proceeds from the fundraising event support the WX scholars and mentoring programs which aid talented young women in their pursuit of careers in the real estate industry.

About WX New York Women Executives in Real Estate

WX New York Women Executives in Real Estate is an association of executive-level women actively engaged in the commercial real estate industry in New York. The mission of WX is to promote the advancement of women in commercial real estate; to enhance public perception about the role of women in the industry; and to promote the highest standards of professionalism, ethics and integrity in the field. Through educational seminars, breakfasts with industry leaders, mentoring programs, scholarships, and special events, WX provides members with a forum for visibility and exchange, spotlights the accomplishments of individual women in the industry, and paves the way for the next generation of women in the field. For more information, please visit www.wxnyre.com.