

SUE PASTOOR FIRST AMERICAN TITLE

- What challenges have you faced as a female in the Commercial Real Estate industry? As a female in real estate, I first noticed the intense pressure to conform to not only style but vernacular. The way to fit in, was always to emulate the others in the field. I found that especially in the commercial world that individuality is not a trait that is embraced. Although the men and women of commercial real estate have been friendly, there was an heir of good old boys that made me want to break that stereotype.
- What is your current role/company? What do you like best about what you do? How long in your industry? I am a Senior Account Executive at First American Title and have been here for 25 years. I absolutely love being a part of the transaction from the closing side and working with agents and clients to solve the intricacies of difficult title issues. Unraveling the obstacles to get deals to the closing table and being a resource is what I love best.
- What advice would you give women starting their careers in CRE? The advice I would give women starting their careers in CRE would be to never let anyone intimidate you. Your unique abilities are what set you apart and your perspective is needed and valued in this industry.
- Favorite thing about living in West Michigan? Favorite thing about living in West Michigan is definitely the water. I love to hike, camp, kayak & run and just generally spend time outdoors. Our rivers and lakes and the shoreline are so unique to Michigan and it is gorgeous. Also, the number of trails we have is incredible.
- What interested you in joining CREW? I was invited by Ann and Doris to a couple of meetings and for the first time in CRE it felt very comfortable and welcoming. The heir of competitiveness was not present, but rather the spirit of collaboration and genuinely wanting to make each other better. I followed up and joined and look forward to the time when we can once again feel that positive energy together face to face.
- What do you like to do on your free time? Hobbies? My husband and I have 2 girls in college and a son in HS and we love to go to their events and spend time as a family. We go on hikes on the weekends and go caping and kayaking in the summer. I am a regular runner and try to get out 2-4 times a week.