

## Meet a Member

### Darcie Garand

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motivated by a good win!

### Where do you work and what is your role there?

I work at CBRE Canada's head office in downtown Toronto as part of the national Client Solutions team. I help service line leaders and brokers diagnose client needs, form pursuit strategies, and execute effective proposals and presentations to secure new clients and retain existing ones.

### What areas of commercial real estate do you specialize in?

I support CBRE Advisory & Transaction Services, specifically focused on occupier requirements.

### What do you find is most satisfying or challenging in your role?

I enjoy partnering with members from across our platform to develop tailored solutions for our clients' specific needs, and I am highly

### How long have you been a CREW member and what do you get most out of being a member?

I have been a member of Toronto CREW since 2017 and have enjoyed my involvement on the Marketing & Communications Committee, as it has opened up a door to new connections and given me exposure to different aspects of the industry that I otherwise wouldn't have had.

### I would like CREW members to call me whenever they need . . .

A break from the day-to-day and a new connection. I'm happy to chat about anything – CRE-related or otherwise! Topics that are top-of-mind for me these days are: trying to define work/life balance as a new mom, and what introverts (like me!) can do more of to remain visible while working from home.