



We recently took the opportunity to speak with one of our CoreNet Global Canadian Chapter colleagues

**Kathy Paul, Senior Director, Workplace Solutions, MCR-W**

with Brookfield Global Integrated Solutions to discuss how the MCR-W designation (*Masters of Corporate Real Estate - Workplace*) has impacted her professional career.

**Q:** How has completing the MCR-W designation assisted you through your career?

**A:** My career has been primarily focused in interior design/architecture and change management and I've been a workplace strategist for 3 years and now focus on Real Estate Strategy and Facility Management.

Working through the MCR-Workplace designation at CoreNet Global has allowed me to have a clear understanding of industry norms, work with like-minded individuals and has provided affirmation that the program is relevant to workplace strategy. I have built strong long-term relationships by participating in the program and provided a high level of workplace solutions to our clients too.

The ever-evolving workplace industry allows us to choose niches in the industry. Workplace solutions are virtually limitless, being involved in the program has allowed me to keep my knowledge relevant and up-to-date and provide our clients with excellent results.

Education, builds on one's personal brand and I believe this is a key element in personal growth. If you want to expand on your educational knowledge in workplace, it's difficult to do so in Canada as we don't have the programs essential to support growth. The CoreNet Global workplace program is the only accredited program I know of in Canada, I am grateful to have had the ability to complete it for my own personal growth.

**Q:** Would you comment on the relationships you've gained through the program?

**A:** I believe relationships are everything in business and the ones that I've gained during the program have proven invaluable. The program allowed us to participate in various workshops throughout North America. My network now expands across the border, allowing me access to numerous differing perspectives from a multitude of areas. I constantly call for input, support and collaboration on current issues from my new network. My company has also gained from my new relationships. We've partnered with new organizations to provide a broader service offering and customer experience.

**Q:** What advice would you give an individual that is interested in pursuing the MCR-W accreditation?

**A:** I would recommend reaching out to industry leaders that are currently working in a "workplace" capacity to discover what is important for their clients. Understand that workplace strategy is becoming an essential part of the commercial landscape. Do your research, review case studies, read white papers and increase your exposure to the industry as much as possible. Once you decide to enroll in the program, be armed with really great questions to bring to class. The best part of the program is the dialogue gained in all the class discussions. There is so much knowledge and opportunity.