



SUSAN G. BRANSCOME

PRESIDENT AND FOUNDER
Q10 TRIAD CAPITAL ADVISORS
OF CINCINNATI INC.

• ACHIEVEMENTS •

- One of only two women in the U.S. to start her own commercial mortgage banking business
- First woman in Ohio, and one of only eight in the U.S., to be an owner in a commercial mortgage banking firm (Q10 Capital LLC)
- Manages a current loan portfolio in excess of \$600 million
- First woman officer, Commercial Real Estate Division at Bank One, Dayton, and at Carillon Advisors of Cincinnati
- Midwest Real Estate News' first commercial real estate Hall of Fame class, 2010
- First woman president, Cincinnati chapter of National Association of Industrial and Office Parks
- Member, University of Cincinnati Real Estate Roundtable
- Member, board of directors and fundraising committees, Boys Hope Girls Hope, Cincinnati
- Former member, foundation board of directors, Women Writing for a Change
- Founder, past board president, Cincinnati Chapter of Commercial Real Estate Women
- Former member, Cincinnati chapter of Women Presidents' Organization

"Women need to fully realize and embrace their tremendous power to influence change in the world and realize their dreams."

SUSAN BRANSCOME ALWAYS SEEMS to have a finger on the pulse, whether the subject is the commercial real estate market or what it's like to be a woman in a male-dominated field.

Being constantly plugged-in is a curse and a blessing, she says. (Thankfully, there is golf.) Asked how others describe her, Susan rattles off "persistent, likeable, hardworking, speaks her mind, assertive even when she shouldn't be."

"I have a reputation for going the extra mile and not giving up. If there's a place for this transaction, I'll find it. I keep beating on a chest until I'm sure there's no heartbeat there."

That doggedness has helped her originate more than \$2.5 billion in commercial real estate debt in a 30-year career.

The phrases "first woman" or "one of the only women" pepper her accomplishments. She's one of just two women in the U.S. to start her own commercial mortgage banking firm.

In the course of a career, "you don't always agree with how things are run," she says. "I took a jump, and luckily there was water in the pool." She began her company in 1998.

"I don't know that I needed a female role model," Susan says. She watched male colleagues and saw what worked and what didn't. She says today's young women "have more confidence, poise and willingness to speak out when there's injustice or unfairness. Thirty years ago, it was a detriment to speak out. I have my own company because others weren't listening."

Susan makes certain to listen to and speak with other women. Five of the seven people in her Eastern Cincinnati office are female. With two colleagues, Susan began a seminar for businesswomen titled "Beyond the Glass Ceiling." She's writing a book about advising young women or women in mid-career.

"I believe that if in my business dealings I had always held out my gender as standing in the way or being judged by it, it would have limited my progress," she says.

Mom's example must have made an impression on daughter Devon, 24, who works at a money management firm.

As much as Susan gives, she acknowledges that it's nice when she can take a break for herself. She helped Women Writing for a Change raise \$1 million for its new headquarters but now is content to take classes.

"I enjoy working. I'm not going to retire at 70 and play bingo and golf – well, *more* golf," Susan says. "I enjoy working on deals and building the company."

a pearl of our community 